

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 87

SEPTEMBER 10, 1932

Number 11

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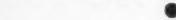


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**"BUFFALO" Machines help to produce Quality Sausage for**

## **Peter Eckrich & Sons, Inc.**

*\* In their Modern New Plant at Fort Wayne, Ind.  
as well as their Plant at Kalamazoo, Mich.*

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*Mr. Henry C. Eckrich, manager, writes us as follows:*

**"We are satisfied that these 'BUFFALO' Machines are the BEST in their respective class. Besides giving us very good service, they are turning out a fine quality of work."**

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\*See article on Page 17 this issue of THE NATIONAL PROVISIONER

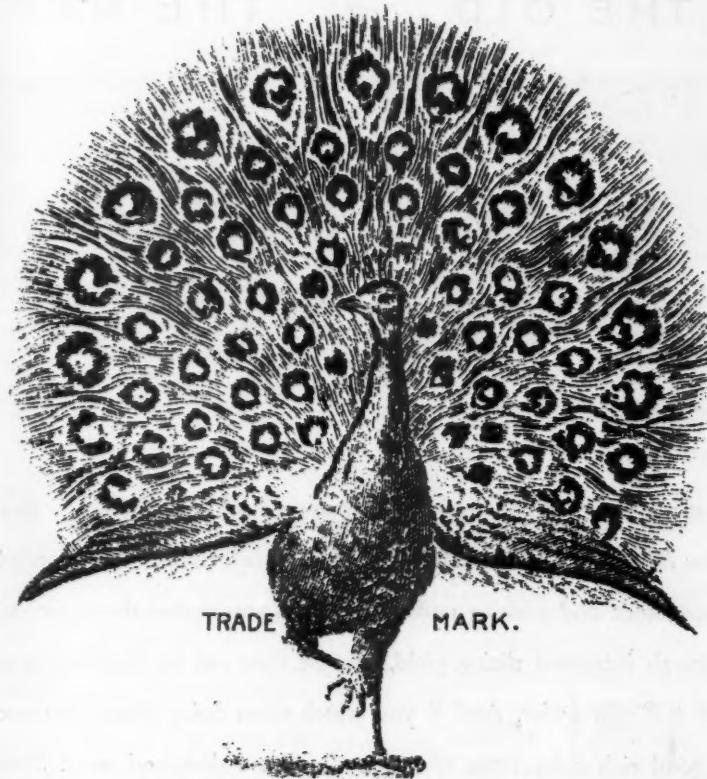
# H.P.S. NEWS

C. CARR SHERMAN, Editor

VOL. 3

SEPTEMBER 10, 1932

No. 9



## PEACOCK—Pride of Achievement

Just forty years ago, Patrick Cudahy helped lay the cornerstone for a new packing plant, seven miles south of Milwaukee.

It was to be a model plant located in pleasant open country near Lake Michigan to be surrounded eventually by the comfortable homes and gardens of employees. Soon the firm was to move from the Menominee Valley district of Milwaukee into this newly marked out townsite of Cudahy.

Not long after this memorable occasion there came the need for a name to designate Cudahy Brothers Company's finest products. It must be a name suggesting pride of achievement—pride in the new plant—and pride in the high

standards of quality which had been established for the products themselves. Mr. Cudahy selected the name Peacock. Was not the Peacock a living example of pride? Wasn't he, in Greek mythology, the favorite bird of Juno? And didn't the Peacock, with his fine feathers, have ample reason to be proud? Just the thing! Ever since that time, the choice products of Cudahy Brothers Co. have carried the brand name Peacock, and Cudahy, Wisconsin, has come to be known as the Peacock City.

Peacock Brand is applied to the varieties of choice selected smoked meats, hams, bacon, sliced bacon, dried beef, sausage, lard and other food products prepared and distributed by Cudahy Brothers Co.

## Every Wrapper an Insurance Policy!

If every ultimate consumer could buy his meat right at your plant, you would need never be disturbed about the meat's appearance or condition. You pack quality, and the consumer would receive it.

But, this cannot be done. You must depend upon other means to guard that quality. Refrigeration does its share; so does paper, if it is the right kind of paper.

H. P. S. White Oiled Loin Paper, for example, is the right paper to wrap fresh pork loins. It permits ventilation, thus preventing sweating and shrinkage. The meat cannot lose either its fresh appearance or its actual freshness.

Every wrapper of H. P. S. White Oiled Loin Paper is an insurance policy for the fresh pork enclosed in it.

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THE OLD — THE NEW

## FACTS *about this new product*

**1**  
Higher yield. Can be sliced down to the very end. Economical!

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Absolute uniformity in size, shape and color. Sets a new standard.

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New processing methods bring a rich color of the same shade throughout.

**4**  
A much finer appearing product, and as good as it looks.



Just a glance will convince you of many advantages offered by these new MOULDED Dried Beef Insides. You first notice their improved appearance and positive uniformity. Next you realize their economy through increased slicing yield, because they can be sliced down to the last thin wafer. And if you watch them being sliced, you note a good rich color from end to end with no darkened areas. More and more dried beef slicers and purveyors are calling for this new improved product. Learn more about it.

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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 87. No. 11

SEPTEMBER 10, 1932

Chicago and New York

## Quality Meats Build Outstanding Business

**Newest Plant of Peter Eckrich & Sons Shows  
What Can Be Done with Good Product Sold Right**

Does quality sausage pay?

It would be difficult to convince Peter Eckrich & Sons, Inc., Ft. Wayne, Ind., that it doesn't.

In 1920 Peter Eckrich operated a small but successful retail meat business in Ft. Wayne, Ind. Quality was his hobby—he was continually seeking better meats for his customers.

He could not control the quality of fresh cuts. He bought the best carcass product the market afforded; beyond this he couldn't go.

But with sausage and meat specialties the situation was a little different. He had his own ideas on how these should be produced, flavored and offered for retail sale. His close contact with his trade gave him a knowledge of the product they liked, and he preferred to make his own sausage.

Accordingly he started in a very modest way to manufacture sausage in the

### Novel Plant Features

Up-to-date ideas found in this processing plant:

**Oil fuel, with coal grates for emergency firing.**

**Coolers in center of building cut refrigeration cost.**

**Flue in front of smokehouse fire doors extends through roof to carry off smoke.**

**Smokehouse and cooker doors of rolling instead of swinging type, avoiding escape of smoke and steam into room.**

**Charcoal briquet smokehouse fuel. Horizontal rotary oven for baking meats instead of revolving.**

**Unit heating system also used to keep rooms clear of condensation.**

**All refrigeration by unit cooler system, including sharp freezer. Units automatically defrosted, and with thermostatic control.**

**All products moved on cage trucks in processing. No overhead rails or visible valves, and almost no overhead piping.**

**Anti-clog type floor drains, with outside grease trap at main outlet.**

rear of the store. His efforts to produce products preferred by his custom-

ers were so successful that demand soon outgrew the manufacturing facilities available and he decided to give up retailing and go into the manufacturing business on a larger scale.

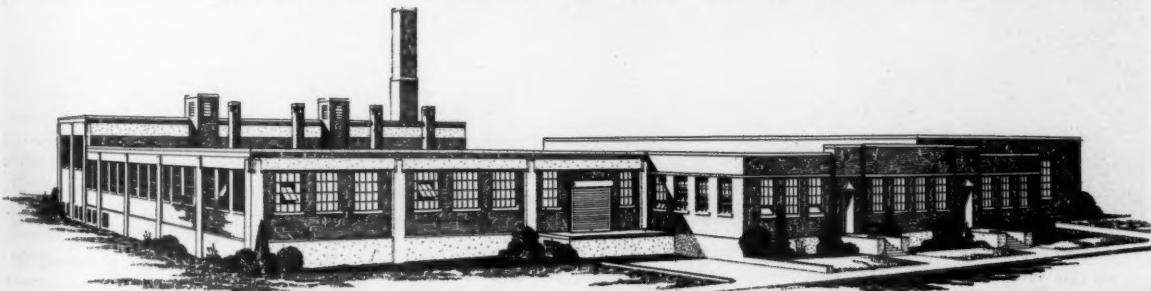
This he accomplished so successfully that the demand soon outgrew his first manufacturing facilities, and he decided to go into the sausage manufacturing business on a still larger scale.

### Quality Brings Rapid Growth.

In 1922 he equipped a small plant for the manufacture of sausage. In 1924 it was necessary to enlarge the building and install new equipment. At this time, with his sons, Mr. Eckrich incorporated the business under the name of Peter Eckrich & Sons, Inc.

This same year the company opened a branch in South Bend, Ind.

In 1926, the growing demand for Eckrich sausage necessitated the erection of another plant at Kalamazoo, Mich. Clement Eckrich took over the management, continuing the Eckrich



NEW MEAT PLANT OF PETER ECKRICH & SONS, INC., FT. WAYNE, IND.

Of permanent construction and pleasing design, the building has been arranged for economy in processing. The roof is of slab concrete, thus providing for another floor when needed. All operations are on one floor except power and smokehouse firing.

policy of producing the best product possible.

Within one year the business had grown to the point where an entirely new plant was necessary at Kalamazoo. By 1928 this new plant had doubled its capacity, and in 1929 a branch plant was built in Jackson, Mich.

By 1930 the demand for Eckrich products in southwestern Michigan forced the company to build a branch in Muskegon.

Meanwhile the business of the parent plant had been growing rapidly, and in 1931 it was no longer adequate to meet the demands being made on it. During the early part of this year, therefore, the decision was reached to build a model plant at Fort Wayne.

#### Always a Market for Good Products.

Preliminary plans were prepared and analyzed, and the services of the Stewart-Kingscott Co., architects and engineers, Kalamazoo, Mich., were secured to work out the architectural and engineering details. In the spring of 1932 the combined ideas of the owners of the company and the engineers resulted in starting construction of what has been characterized as one of the finest and most modern sausage manufacturing plants in the country.

The officers of the company are: Peter Eckrich, president; Clement Eckrich, vice president and general manager; John Eckrich, treasurer; the officers and Henry Eckrich, Herman Eckrich, Joseph Eckrich and Paul Foohey, directors.

From the incorporation of the company Clement Eckrich took the lead in the plan of expansion and emphasis on the program of quality product and

progressive merchandising. His experience, backed by the common sense which seems to be a marked characteristic of the family, caused him to insist on best materials and equipment in construction and highest quality of sanitary product for customers.

#### Executives on the Job.

Under his general direction John Eckrich manages the plant at Jackson and Henry Eckrich the new plant at Fort Wayne. "We are a young bunch," says Henry, with a twinkle in his eye. "I'm 28, my sales manager is 25 and my superintendent is 18." (Both the latter are brothers.) It is a striking example of success through the personal supervision of the executives.

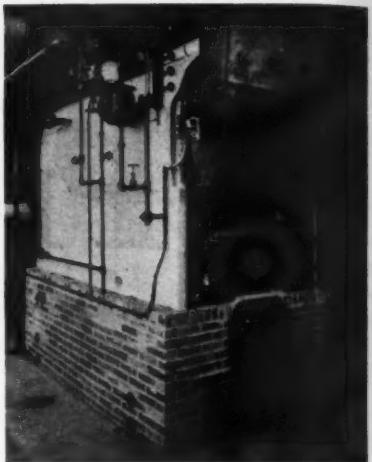
The formal opening of the Fort Wayne plant took place on Saturday and Sunday, August 27 and 28, and many thousands of consumers inspected it, as well as interested packers and meat men from various cities.

#### Does quality sausage pay?

Peter Eckrich & Sons Co., Inc., have proved that it does. The members of the firm think so much of quality as a business and profit builder that they keep one thought foremost at all times. This is: "This country is always a good customer when high grade sausages are offered."

#### Model Processing Plant.

The new Ft. Wayne plant is modern in every respect and has incorporated in it many ideas which have been developed by experience in manufacturing quality goods. Except for the coke and sawdust storage rooms and the smokehouse firing alleys, which are in the basement, the entire plant is on



BURNS EITHER OIL OR COAL

Oil is burned under this 125 h.p. boiler in the new Eckrich plant, but should necessity arise coal can be fired, as indicated by lower grates. Space has been provided in the boiler room for another boiler of the same size.

one floor. The buildings are completely fireproof, with solid flat slab concrete roof, concrete columns and spandrel beams.

The curtain walls are of red face brick, and the entire building, with the exception of the offices, is lined with glazed tile. This construction makes very pleasing walls that are sanitary and easily and economically cleaned. The ceilings are flat, without joists, permitting smoke and steam to be exhausted easily. In addition to a large percentage of the wall space devoted to windows, skylights are provided wherever they are of aid in bettering the lighting.

The office front of the building is 193 ft. long and 165 ft. deep. The offices comprise the center of the front and are equipped with every modern business convenience. To the left of the offices, as shown on the accompanying floor plan, is the receiving dock and room.

#### Handling Reduced to a Minimum.

Here the raw materials are received, weighed, sorted and sent to the coolers until needed for processing.

An interesting feature in the layout of this plant is that all the coolers have been placed in the center of the building. This is an arrangement, it is believed, that will facilitate handling and materially reduce raw material and product handling costs. Product can be conveniently routed from the coolers to any department of the plant and the proper cooler is always accessible for finished products.

Meats that are to be processed immediately are run into the raw storage cooler, and from there are put through the cutting, grinding, spicing and mixing operation ready for the stuffers. Ne



UNIT COOLING PROVIDES REFRIGERATION FOR THIS PLANT.

In this sales cooler one of the unit coolers which are exclusively used for refrigeration in the Eckrich plant is noted at the left. These units are thermostatically controlled and automatically defrosted. In these coolers walls and ceiling are of concrete, covering corkboard insulation, and floors are of special packinghouse brick. Product enters this room from sausage room and smokehouses through door at left and goes through doors at right (not shown) to shipping room or to pork cooler and freezer.

overhead equipment is used in this plant. Stuffed meats are hung on sticks, which are placed on trucks. Here they remain during the cooking and cooling operations and until ready for packing for shipment.

#### Smoking and Cooking.

These trucks are wheeled into the smokehouses, of which there are two banks of five each. Smoking is done with charcoal briquets and sawdust. When the sausage is smoked the trucks are rolled into the cookers, and when this operation is completed are wheeled under the water spray. The sausage then goes into the chill room, held at a temperature of about 32 degs. Fahr., and when cold is taken to the finish cooler where it is boxed for shipment.

Hams and bacon are smoked in the regular manner, the bacon later being put into the freezer at a temperature of about zero Fahr., for hardening preparatory to slicing.

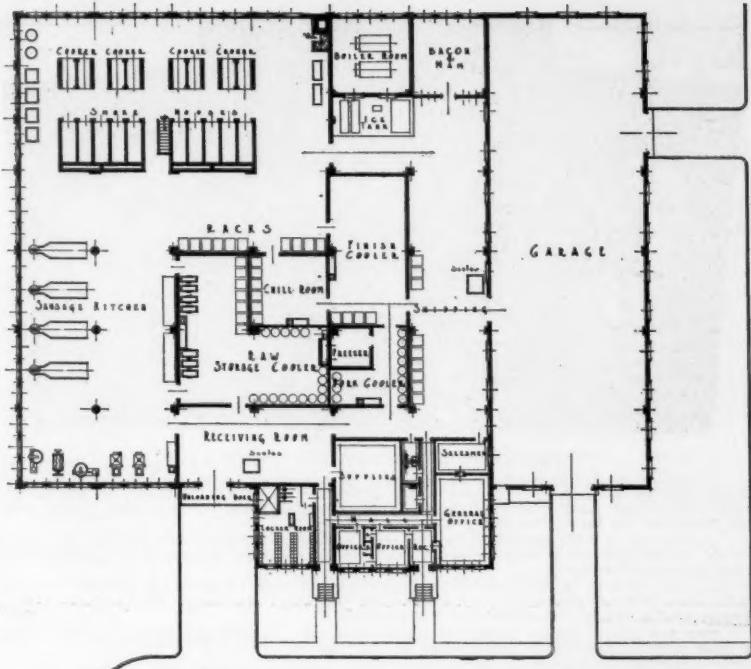
The finish cooler is adjacent to the shipping room, which adjoins the offices on the side opposite from the receiving room. The garage is next to the shipping room and fronts on two streets. This arrangement provides a convenient way of handling finished product with the least effort and expense.

#### Piping Kept Out of Sight.

There are a number of unusual features in this plant. One is the almost total absence of overhead piping, which often is a source of annoying condensation. All of the pipes used in process work are below the floor in pipe tunnels or in the basement. In the cook room even the valves are below the floor, only neat hand levers for operating being visible.

Smokehouse doors are of the rolling fire type, as are the doors to the steam and hot water cookers. These roll up out of the way and do not draw the smoke and steam out into the room as do the ordinary swinging doors.

The steam and hot water cookers are



LAID OUT TO KEEP DOWN PROCESSING AND HANDLING COSTS.

Convenient arrangement of departments is apparent from study of this plan. Raw materials enter at one side, pass in shortest lines through processing departments into coolers, and out to shipping room and loading dock at other side. Coolers are in center of building, accessible to all departments and with added insulation protection of surrounding rooms. Everything is on one floor except power house, smokehouse firing and storage.

constructed of glazed tile. The advantages claimed for this construction is that a very neat appearance is secured, sanitation is increased, cleaning cost is reduced and little heat escapes into the room.

All of the floor drains are of the anti-clog type, which are very easily cleaned of solids. All of the drains run into the pipe tunnel, each branch being equipped with a clean-out which is readily accessible. The main line empties into a large grease trap located outside of the building and easy to get at for cleaning.

The entire building is heated with

unit heaters, the office being on a duct and return ventilating system. There is a large hot water tank and instantaneous heater, which heats enough water during the night to start off all cookers in the morning without the necessity of waiting and with a minimum load on the boiler plant. All returns from the heating coils are returned to the boiler through a condensation receiver and pump. With this arrangement only a small amount of make-up water is required. A water softener provides soft water for boiler use. Oil is the power house fuel.

All hot water tanks and steam cook-



SMOKEHOUSES AND SAUSAGE COOKERS.

Ten smokehouses are installed in two batteries of five each. Both smokehouses and cookers are equipped with rolling steel doors. No overhead rails are used. Product is smoked on trucks, and rolled into cookers through doors facing smokehouse alley, thence through doors on the other side and directly under water sprays.



VIEW IN MODEL SAUSAGE KITCHEN.

This sausage kitchen receives light from two sides as well as from skylights. Brick floors and tile walls keep cleaning costs and repair expense low. Door at right leads into raw storage cooler. Smokehouses and cookers are in department at the rear. Lighting outlets and reflectors give light of uniform intensity in all portions of room and eliminate shadows.



THREE EXECUTIVES ALWAYS ON THE JOB.

In the center is Peter Eckrich, founder and head of Peter Eckrich & Sons, who began making sausage in the back room of his retail market, and is now one of the most successful meat manufacturers in the Central West. "Rosy Pete," his sons call him, and he looks the part.

At the left is vice president and general manager Clement Eckrich, prime mover in the company's expansion program, and like his father, insistent on quality and merchandising excellence.

At the right is Henry Eckrich, manager of the model new plant at Fort Wayne, Ind., who is everywhere from the office to the meat loaf oven at the same time. Maybe that's one of the secrets of his success.

Too bad there wasn't room for John, Herman, Joseph and brother-in-law Paul in this picture, since they are always on the job, too.

ers, where practical, are equipped with temperature regulating devices to maintain correct cooking temperatures.

#### Unit Coolers Used Throughout.

The five coolers are fully automatic, an electrically operated thermostat in each room holding the temperature at the desired point. Unit coolers furnished by the Clarge Fan Co., Kalamazoo, Mich., are used in every case. The pork cooler is held at a temperature of 32 to 34 degs. Fahr. Approximately 8,000 lbs. of meats pass through this cooler daily.

The freezer is held at a temperature of about zero Fahr. It has a capacity of about 10,000 lbs. daily. Some brine for use for refrigerating trucks is also frozen here.

This room is refrigerated by a unit cooler located in the raw storage cooler adjacent, the air blowing through a duct into the freezer. Dampers at the top and bottom of the unit make it possible to defrost the coils with an air flow entirely outside of the freezer. During the defrosting period the air is taken in from the raw storage cooler, circulated over the coils of the unit and blown back into the new storage cooler, the freezer room being entirely cut off from the cooler during these defrosting periods.

There is also a hot gas line running to this unit to assist during the defrosting period.

#### Shrinkage Losses Low.

The finish cooler has a capacity of about 25,000 lbs. of meat daily. It is maintained at temperature of approximately 38 degs. Fahr. This room is cooled with a brine spray cooler. This

maintains a high humidity, holding loss through shrinkage to a minimum.

In this unit the brine is cooled by passing over direct expansion coils and is sprayed into a chamber through which air is passed and cooled. Humidity is regulated by a device which controls the amount of spray over the coils.

The chill room is maintained at a temperature of about 32 degs. Fahr. It has a capacity of about 10,000 lbs. of meat. All meat not to be processed immediately is taken to the raw storage cooler when received at the plant. The raw storage cooler has a capacity of about 40,000 lbs. and is kept at a temperature of about 38 degs. Fahr.

Some interesting details have been worked out in connection with the refrigerating system, which was furnished by the X. L. Refrigerating Co., Chicago, Ill. The compressor carries two back

### Modern Refrigeration

Latest refrigerating practices incorporated in this plant include:

- 1—All coolers in center of building.
- 2—Use of unit coolers throughout.
- 3—Compressor carries two back pressures.
- 4—All cooling units equipped with float valves and surge drums.
- 5—Each ammonia line equipped with a back pressure valve set to give the best operating conditions.
- 6—Each suction line from the cooling units equipped with a solenoid valve connected to the thermostat in the cooler.
- 7—A cross connection of control so that when suction line valves on all units are closed the compressor stops automatically.

pressures, one for the freezer and pork cooler and the other for the remaining coolers. All of the cooling units are equipped with float valves and surge drums making for full flooded systems. These float valves and surge drums were supplied by the Clarge Fan Co.

#### Close Temperature Control.

Each ammonia line is also supplied with a back pressure valve which holds the back pressure at the proper point to give the best operating condition to the various units. Each suction line from the units is equipped with a solenoid valve which in turn is connected to the thermostat in the room. When the temperature of a room reaches the desired point the suction line from the unit is closed off while the fans continue to run and automatically defrost the unit. A cross connection of control has also been worked out so that when the suction line-valves of all cooling units are closed the compressor stops automatically.

The boiler plant is as nearly automatic as it is possible to make it, being equipped with water level protector, automatic boiler return pump and sump pump. An oil burner furnishes all heat to boiler. Grates are provided, however, for emergency firing with coal.

#### Space Increase Provided For.

The flat slab roof is so designed as to be used for a floor in case it is desired to increase the plant capacity by erecting another story to the building.

The plant was designed and its construction supervised by the Stewart-Kingscott Co., architects and engineers, Kalamazoo, Mich. Equipment was furnished as follows: Unit coolers, Clarge Fan Co., Kalamazoo, Mich.; refrigerating equipment, X. L. Refrigerating Co., Chicago; insulation, Armstrong Cork & Insulation Co., Lancaster, Pa.; sausage equipment, John E. Smith Sons Co., Buffalo, N. Y., and Allbright-Nell Co., Chicago, Ill.; boilers, Wickes Boiler Co., Saginaw, Mich.; electric motors, Howell Electric Co., Howell, Mich.; temperature instruments, Powers Regulator Co., Taylor Instrument Co., Barber-Colman Co., Honeywell Heat Regulator Co.; meat ovens, Fish Rotary Oven Co.; smoking stoves for briquettes, Tennessee-Eastman Co. Cooler and freezer doors, Jamison Cold Storage Door Co., Hagertown, Md.; trucks, stuffing tables, etc., the Globe Co., Chicago, Ill.

A fleet of 50 insulated and refrigerated trucks operates out of the various plants. The distributive radius is from Southern Indiana to Northern Michigan. At the new Fort Wayne plant the enclosed garage and loading dock occupies one side of the plant, and is so planned that trucks can be loaded from three sides at once.

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# Pork Packers and Retailers Learn How to Cut More Money Out of the Hog

Packers have not been cutting a profit out of their hogs. They would welcome anything that might help them turn these "red" cutting figures into "black."

Retailers, too, would appreciate anything to stimulate consumer demand and increase store volume.

In these days new ideas and new products seem to be the most effective trade stimulant.

## Boosting Business

A demonstration of 34 new ideas in cutting fresh pork and 13 new ideas for merchandising cured pork cuts enthused an audience of over 600 packer salesmen and retail leaders in Chicago on the evening of September 7.

New volume orders piled up in their imagination as they watched Max O. Cullen, meat cutting expert of the National Livestock and Meat Board, break up primal hog cuts and turn them into attractive new "sales teasers" for the retail meat dealer.

One of the wisest retailers in the country admitted, as he

watched the demonstration, that he had never had so many new sales ideas put into his mind at one time as on this occasion.

A packer salesman who had witnessed a preliminary showing of these new cuts went out the next day and sold on his first call an order for twenty-five skinned hams, 25@30 avg.—and everybody knows how hard it is to move such heavy cuts.

Possibilities of this latest effort to improve pork merchandising are best illustrated by an outline of the new retail cuts developed at this demonstration. Here they are:

## Fresh Pork Cuts

### CUTS FROM THE FRESH SKINNED SHOULDER:

Removing the shoulder hock.

Two ways to use the shoulder hock.

Two ways to use fresh skinned shoulder (hock off).

### CUTS FROM THE FRESH PICNIC SHOULDER:

Two ways to use the fresh picnic (hock off).

### CUTS FROM THE BOSTON STYLE BUTT:

Two ways to use the Boston style butt.

### CUTS FROM THE FRESH PORK LOIN:

Two ways to use ham end cuts of pork loins.

Two ways to use shoulder end cuts of pork loins.

Six ways to use center cut pork loins.

Two ways to use pork tenderloins.

### CUTS FROM FRESH SIDE PORK:

Two ways to use fresh side pork.

### CUTS FROM FRESH SKINNED HAM:

Three ways to bone and roll fresh skinned hams.

### THREE MAJOR CUTS OF FRESH HAM:

Two ways to use the fresh ham butt.

Two ways to use center cut fresh ham.

Three ways to use fresh ham hocks.

### FRESH BACK FAT:

Two ways to use fresh back fat.

## Cured Pork Cuts

### CUTS FROM SMOKED SKINNED HAM:

Two ways to use smoked skinned hams.

### THREE MAJOR CUTS OF SMOKED HAM:

Three ways to use the smoked ham butt.

Two ways to use the center cut of



NEW IDEAS IN PORK CUTS DESIGNED TO MEET EVERY CONSUMER NEED.

New ways of cutting up both fresh and cured hams, picnics, loins and butts to meet the needs of both the large and the small family have been worked out by the National Livestock and Meat Board, and these cuts are shown above. They make possible the quick disposition of heavy meats which otherwise find a slow outlet, and wherever used they result in a quick turnover for the retailer and improved business for the packer. Consequently packers will be interested in seeing that their retailer customers have full information regarding the preparation of these many new and attractive pork cuts.

smoked ham to increase the demand.

Five ways to use the smoked ham shank.

#### SMOKED PICNIC SHOULDER:

Cutting the smoked picnic.

**EDITOR'S NOTE.**—Methods of making these 34 new cuts from fresh pork and 13 new ideas for smoked meats will be described and illustrated in later issues of THE NATIONAL PROVISIONER. Watch for them.

#### Institute Sponsors Salesmen's Meeting.

The demonstration was staged by the Institute of American Meat Packers, at the request of the National Livestock and Meat Board, for the benefit of packer sales organizations, and was timed to precede a series of similar meetings for retailers in the Chicago area in the following week.

This will be the start of a nationwide campaign to improve both wholesale and retail pork merchandising and stimulate pork sales.

Oscar G. Mayer, president of Oscar Mayer & Co., Chicago, and chairman of the Chicago zone of the Institute, was to have presided. But he was called out of the city just before the meeting, and asked Paul Trier, of Arnold Bros., to take his place. Mr. Trier opened the meeting and explained its purpose, emphasizing the need for good merchandising and the value of new ideas in stimulating sales.

In order that packer salesmen might have a clear idea of this pork merchan-

dising campaign, a demonstration was presented for them by Max O. Cullen, the Board's meat specialist.

#### To Move Slow Selling Cuts.

Mr. Cullen pointed out that the purpose of the modern merchandising methods brought out in the demonstration is primarily to assist the retail meat dealer in moving those cuts of pork which are considered the slow sellers. He said that many of the ideas contained in the demonstration had been picked up from among retail meat dealers throughout the country, and that all of the suggestions are thoroughly practical.

As an example of what may be accomplished with the slow-moving cuts, methods were demonstrated for using such cuts as ham shanks, ham butts, end cuts of pork loin, etc. Mr. Cullen showed five different ways to use smoked ham shanks, three different ways to use smoked ham butts, a number of practical new ideas for merchandising both the shoulder end and ham end cuts of pork loins, together with many other ideas which can be used to excellent advantage by the retail meat dealer.

The demonstration included both fresh and cured pork cuts, and throughout it Cullen emphasized the points which salesmen may use to advantage in at-

(Continued on page 49.)

This is one that can be fostered by the packing industry, and as soon as success is apparent it will be followed by all other industries which have in their organizations men of sound common sense and foresight.

#### How Packers Can Help.

Packers are not entirely responsible for the present deplorable condition. But being one of the largest industries in the world, they can take the lead in a movement that will be contagious and beneficial to the entire country.

Taking the packing industry as an example, it is a fact that many packers are selling their products at cost or less—simply to maintain volume, which volume, without profit, means nothing but grief.

Some packers have gone so far as to boast in their financial statements to stockholders that although they have not made any profit, they have maintained their volume. How much better it would have been if they could have said, "Our volume decreased but our profit remained normal."

*The difference between profit and loss in the packing industry means only one cent or less per pound on product sold.*

#### Why Lose These Profits?

Take as a concrete example a medium-sized plant doing a volume of say ten million pounds per year. An average net profit of one cent per pound would give them a profit of \$100,000.

What would they do with this extra \$100,000?

They would undoubtedly spend at least 40 per cent of it at once for repairs, new machinery, new buildings, etc., all of which work has been sadly neglected for the past several years.

Such work would automatically make business for brick and cement plants, machinery factories, insulation factories, etc., and would increase the payrolls and output of every industry having any connection whatsoever with the packing industry.

In addition to furnishing work for a large number of the present unemployed, it would aid in the economic redistribution of the wealth of the entire country, and with other industries joining, depression would end.

#### A Good Selling Rule.

As I see it, "Sell at a profit or don't sell" is the only remedy for present conditions, and I believe if examples of this nature are continuously pounded into the industrial world, it will finally soak in, and the people will realize that it is they who are prolonging the condition.

It is not necessary for us to pay exorbitant prices for our supplies. But we should endeavor to purchase from parties at prices where we feel sure a reasonable profit is being made, and encourage the slogan, "Sell at a profit or don't sell."

I believe there are rules, now enforceable, under which a firm can be outlawed for selling at or under cost for the purpose of stifling a competitor. Such laws have been enforced in the past. Why not now enforce them on each other, and make the packing industry the most popular in the world?

It is the packer's most glorious opportunity to do something worth while. Let's do it!

M. P. BURT.

## Sound Packer Merchandising Will Stimulate Business Recovery

Good merchandising means profit and progress for the meat packer, as it does for any other business.

He is trying to practice it today in the building of better price lists, and in training his salesmen to stick to them. He sees the folly of sacrificing profit for volume.

He hopes his eyesight will continue to improve.

A new thought in this good merchandising discussion comes from an operating executive who sees how the right course will help not only the meat packer, but business generally.

#### Would Help All Around

He believes that extra cent or fraction of a cent per pound that packers should get for their product would be the greatest possible stimulus to business recovery.

Plants need modernizing, worn machinery needs replacing, new equipment is required for new business.

No money to spend! Why? Profit sacrificed for volume.

Suppose we get that extra cent per pound. That means \$100,000 extra money on every million pounds sold. Part of that—at least 40 per cent—would go into needed plant replacements.

This would not only stimulate his own business, but also that of everybody from whom he bought. More employment, more money in circulation, better business all around.

This packer executive develops his idea as follows:

**Editor THE NATIONAL PROVISIONER:**

Much has been said in your columns in an effort to make the packing industry more profitable.

In fact, there have been thousands of speeches and newspaper articles advocating various remedial measures to be followed to improve business of all kinds.

But it appears to me that there is yet to be explained to the public one vital principle to be followed to restore normalcy of our economic situation.

## EDITORIAL

### *New Competition and New Meat Products*

Hundreds of new foods come on the market each year. For the most part they are processed or manufactured. Some of them have merit and eventually become staples on the shelves of food retailers. Others, because of lack of quality or inadequate introduction or merchandising, fall by the wayside. Those that survive become competitors of meat.

Among these successful new foods comparatively few are meats or contain meat. While other food manufacturers are alert to hold consumer interest by offering something new occasionally, the packer seems content to produce the old stand-bys—fresh cuts and manufactured products that have been offered for sale in one form and under one name for many years.

Some packers have suspected for some time that the meat packing industry has not been as enterprising in the matter of new products as it might have been. Outside of the possibilities of better meeting the competition of other foods by offering something new in the meat line, there are potentialities of increasing production and merchandising efficiencies by carrying processing and manufacturing a step or two beyond what is practiced in the meat plant at this time.

These packers appreciate that while carcasses and wholesale cuts always are staple products and in demand, there are distinct advantages in being able to offer the consumer something new. This is particularly true when in developing these new products a better disposition can be made of what are now standard cuts.

A small packer who specializes in lamb has worked up a number of specialties which find ready sale at better prices than he could obtain from the forequarters from which they are made. One of these is lamb patties. These are molded into shape and offered for sale on round, decorated paper; another is small pieces from the fore leg strung on a skewer ready for frying or baking. Frenched lamb steaks are another. He reports a growing demand for all of these products, a demand that he has several times found difficulty in meeting.

There would seem to be merchandising possibilities in new products, and the packer who seriously attempted to do so no doubt could originate new loaves, sausage combinations and specialties of one kind and another. The argument is sometimes

made that new meat products do not increase total meat consumption, and that it is an expensive matter to introduce and popularize them. Such statements probably would also apply to cereals, canned goods and other manufactured and processed foods. Yet the manufacturers of these find it profitable to go to the expense of introducing them.

### *Do We Practice What We Preach?*

The head of a manufacturing concern recently added to his duties those of purchasing agent. During the weeks he served in this capacity he says he learned many amazing and profitable things about his business.

Important among these was the fact that his company was not applying the same principles to its buying that it was trying to establish in its selling, but was committing the very economic blunders it was trying so hard to correct in its selling policies.

Buying and selling he found to be halves of the same whole. When he was a buyer it was just as necessary for the seller to make a profit as it was essential that his company make a profit on its sales. He found also that it usually costs more in the end to "sandbag every seller down to the lowest possible price" than to pay a reasonable profit on materials bought.

He found also that the trade that buys on price alone is loyal to no one, and that manufacturers who cut prices to maintain business were faced with an ever-recurring demand for further price cutting.

When this company's president took the job of his purchasing agent he began to realize what an important function purchasing is, and what a material contribution it is possible to make to better business through a willingness to concede a reasonable profit to the seller on every purchase made.

The total additional cost was not great, because reliable firms were sought out and made to understand that so long as they were in position to furnish the kind and quality of materials needed at a fair price the business would be theirs. The plan worked well, and many manufacturers voluntarily lowered prices on contract material when lower prices were made to the general public.

At the same time this manufacturer had the satisfaction of knowing that he was applying the same principles in his buying that he was urging his salesmen to follow in their selling, and that his plan was having an ever-widening influence in the direction of improved business conditions.

# Practical Points for the Trade

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## Beef Dressing Methods

A packer in the Central West is checking up on his beef dressing and cooling practices. In particular he is seeking information on washing and chilling carcasses. He says:

**Editor The National Provisioner:**

Will you please advise me what the correct temperature of water should be when washing down beef carcasses. Also when clothing beef should the cloths be rinsed out of hot or cold water?

We would also like to have your advise on the best methods of chilling beef. What should be the proper temperature of the hot carcass cooler and how long should carcasses remain here before going to the sales cooler?

What is the proper care of the cloths used in clothing beef; should they be laundered after each time they are used or it is sufficient simply to rinse them and air?

Among the last of the operations on the beef dressing rail are those of washing and clothing. The former operation is of considerable importance because on the thoroughness with which it is done depends in very large measure the appearance of the carcass and what will be realized from the sale of it.

In many plants automatic sprays have been installed for this purpose. In addition fountain brushes often are used. In other plants fountain sprays are used exclusively.

In washing the inside of the carcass particular attention should be given to the neck, around the ribs, chimes, pelvis and under the skirt.

It is obvious that no matter how skillfully preceding operations have been performed they will avail nothing if proper washing, inside and out, is neglected. Cleanliness is of first consideration in this operation.

Also, from a yield standpoint, it pays to give some time to put the carcass in first-class condition by careful trimming and skewering. This also applies to the inside of the carcass. Skirts, fats, etc., should be left intact.

The temperature of the water for washing beef carcasses usually is maintained at about 120 degs. Fahr.

### Directions for Clothing.

The purpose of clothing beef is to improve its appearance. This operation is the last one performed before the carcass goes to the hot carcass cooler. The method, briefly, is to wrap the hot beef carcasses in muslin cloths, which have been wrung out of warm water. The carcasses are then placed in the cooler overnight. The cloths are removed the next morning. This operation very much whitens and smooths the fats and considerably improves the appearance of the carcass.

The method in detail is as follows:

The carcass from the shank down to the chuck is covered with heavy muslin. It is wrapped tightly around the round and pinned on the inside of the round. It is then drawn tightly down and around the loin and rib and pinned at frequent intervals to hold the cloth tightly to the flesh.

In some plants the chuck is covered as tightly as is the rest of the carcass. In others the cloth is wrapped around the entire carcass, being fastened only at the round and the neck. This method requires a minimum number of skewers.

Only very small galvanized iron skewers should be used for pinning. Ordinary iron skewers are undesirable, as they cause discoloration when the meat is cooked.

The cloth should not be applied dry. It should always be damp or wrung out. Some prefer very hot water; others prefer cooler water. Most use warm water.

### Chilling Beef Carcasses.

In removing the cloth from the carcass it will be found to stick tightly to the fat, and must be handled carefully to prevent tearing the fell.

Cloths should be washed carefully after each application. The life of a cloth, with proper care, is from 10 to 15 operations.

### In respect to chilling carcasses:

If this packer will bear in mind that

organisms become active as soon as an animal is killed, and continue active until they are made dormant by chilling, it may help him to understand the reasons for getting the carcasses into the cooler and to chill them as rapidly as possible.

Temperature is not the only factor to consider when trying for rapid chilling. The carcass goes into the cooler at a temperature of about 100 degs. Fahr., and regardless of whether or not it is clothed a considerable amount of surface moisture adheres to it. This is given off in the form of steam or fog.

Good circulation of air in the cooler is necessary to carry away this moisture and prevent dead air areas. The carcasses should be spaced on the rails so they do not touch. If carcasses are in contact with one another discoloration is caused and the circulation of air is retarded.

Carcasses should remain in the hot carcass cooler until they are dry and firm and until the inside temperature has reached 34 degs. Fahr. This should not exceed 48 hours. The more this time can be cut down the better the results will be. It is impossible to indicate any standard temperatures, as many factors influence chilling results, including the weight of the carcasses, size and shape of the coolers, cooling and air circulating methods, refrigerating units, etc.

The brine spray method of refrigerating beef coolers is in successful use in meat plants all over the United States. It has a number of advantages, including efficient heat transfer, good circulation and the ability to absorb moisture from the carcasses and keep the cooler dry.

## Barbecued Ham

A packer asks the application of the term "barbecued" ham. He says:

**Editor The National Provisioner:**

Is the term "barbecued" ham a registered term or does it apply to a process? If the latter, please let us know what constitutes a barbecue ham.

The term "barbecued" is used much the same as "boiling" or "baking," and is attached to the names of hams prepared by many organizations and individuals.

A barbecue ham as commonly made at the present time is a baked ham which has been basted with barbecue sauce. The term is loosely used now, whereas in the past it was understood that anything that was barbecue had to be roasted in a pit in the ground.

## Good Looking Wieners

In some localities regulations have been passed prohibiting the use of color on sausage. This means that packers and sausage-makers must get the best color possible as a result of manufacturing and processing.

Some methods of getting good color on wieners or frankfurts where the use of outside color is not permitted have been published in THE NATIONAL PROVISIONER. These suggestions will help you in selecting meats for your product, curing the ingredients, chilling and holding, and finally, smoking and cooking.

If you want this information fill in and mail the following coupon with 5c in stamps:

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago, Ill.

Please send me information on how to make good looking wieners without the use of artificial coloring.

Name .....

Street .....

City.....State.....

September 10, 1932.

## THE NATIONAL PROVISIONER

25

**Trouble with Soft Lard**

A packer who is having trouble with his lard not holding up in the retail market, says:

**Editor The National Provisioner:**

Our lard does not hold up in the retail market as do other lards, and we wonder if there is anything in the method of manufacture that is wrong. Where our lard is rendered the temperature is from 90 to 110 degs., owing to close proximity of the boilers, which makes it difficult to cool the lard as we should. Our lard is open kettle rendered and is transferred from the cooker to the agitator and cooled by city water, allowing about 6 hours for cooling.

If this packer could run his hot lard into the containers and then take it directly to the cooler and let it chill at about 40 degs. he might have better results in the retail market. Where possible packers use a flexible steel hose and fill the containers in the chill room so that it is not necessary to move them before they chill. Sometimes the chilling is assisted by the use of fans, which keep a steady flow of cool air going across the surface of the containers.

This packer should find some means of chilling his lard more quickly. It is assumed, of course, that the lard is not manufactured from soft or oily hogs. If it is, it will be difficult to harden, regardless of the manufacturing process.

**Making Curing Pickle**

A small curer asks some information regarding the preparation of curing pickle. He says:

**Editor The National Provisioner:**

What is the best temperature for brine for curing hams and bacon? Should the salt-peter and sugar be cooked before it is put into the salt brine?

A temperature of 36 to 38 degs. F. for both curing pickle and meat is considered desirable for best results. If the temperature is too low curing is retarded and if it is too high spoilage is likely.

The usual method of making pickle is to prepare a 100 degree pickle which is filtered before the salt-peter and sugar are added. The sugar and nitrate or nitrite are dissolved in water and boiled in a separate vessel for about five minutes to insure a good solution. It is not regarded as good practice to boil a longer time, as it has a tendency to weaken the solution.

This is then mixed with the salt solution and thoroughly agitated, enough boiled or filtered water being added to bring the solution to the desired strength. It is then chilled down to a temperature of 36 to 38 degs. F. and is ready for use.

**WHEN YOU WANT A GOOD MAN.**

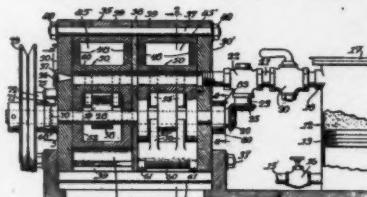
When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

**Recent Patents**

New devices relating to the meat and allied industries on which patents have been granted by the U. S. Patent Office will be described in this column.

**Machine for Making Sausage.**

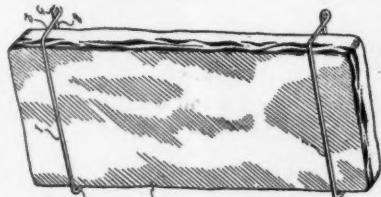
Anton F. Grabowski and Anton L. Grabowski, Chicago, Ill. In this device there is a rotatable shaft and a pair of mold members arranged as a unit on opposite sides of this shaft. Each of the mold members is made up of two sections, one fastened to the shaft and the



other movable relative to the shaft. Means are provided for bringing one of the movable parts into engagement with its cooperating part while bringing the other movable part out of engagement with its cooperating part. Granted August 16, 1932. No. 1,871,788.

**Straightening Bellies.**

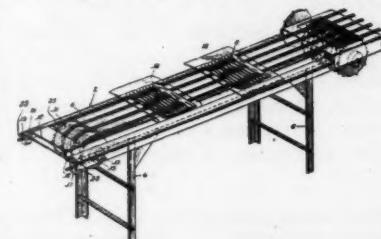
Cecil C. Smith, Chicago, Ill., assignor, by mesne assignments, to Industrial Patents Corp., Chicago. This is a method of straightening bellies that have become warped or twisted in the smokehouse. A straight form is applied to



the concave side of the meat and a yielding pressure is applied to the convex side. As shown in the accompanying illustration, wires appear to be used to maintain this pressure. The bacon is then fixed in its original form, probably by chilling. Granted July 5, 1932. No. 1,866,508.

**Conveyor.**

Harry H. McKee and Nicholas J. Dziedzic, Chicago, Ill., assignors, by mesne assignment, to Industrial Patents Corp., Chicago, Ill. A conveyor



device comprising a conveyor table having a central raised portion and con-

veyor elements moving over said raised portions. Granted July 26, 1932. No. 1,868,538.

**Sausage Casing.**

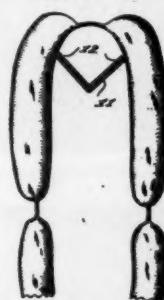
Seymour Oppenheimer, Chicago, Ill., assignor to Oppenheimer Casing Co., Chicago, Ill. This patent consists of a sausage casing of the lined type, com-



prising a pair of loose fitting sleeves and a label means positioned between said sleeves and externally visible through the outer sleeve. Granted August 16, 1932. No. 1,871,464.

**Smoke Stick.**

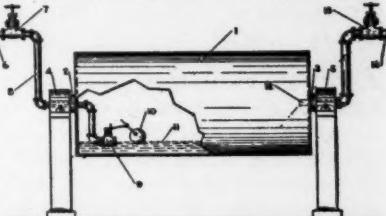
Gustave L. Vogt, Philadelphia, Pa. This comprises a unitary angle bar the legs of which are arranged so as to diverge outwardly. This provides spaced line contact support for the links of



sausage. The under surfaces of the bar serve to direct smoke toward the lines of contact. Granted July 12, 1932. No. 1,867,238.

**Chill Roll.**

Anson W. De Vout and Richard W. Regensburger, Chicago, Ill., assignors, by mesne assignments, to Industrial



Patents Corporation, Chicago, Ill. The intake pipe for the liquid refrigerant leads into the roll through a trunion and terminates within the roll adjacent to the end through which it enters. The flow through the pipe is controlled by a float valve within the roll. An outlet pipe is placed in the trunion at the other end of the machine. It is spaced from and unconnected with the intake pipe. Granted July 5, 1932. No. 1,866,509.

**Bacon Hanging Method.**

Harry H. McKee, Chicago, Ill., assignor by mesne assignments to Industrial Patents Corp., Chicago, Ill. A method of suspending pork bellies which consists of separating but not severing a portion of the skin from the belly and suspending the belly solely by the separated skin. Granted August 9, 1932. No. 1,870,581.

# These Service Records PROVE J-M ROCK CORK has LASTING *high insulating value*



AFTER 19 YEARS—"effective as the day it was installed"



• AFTER 11 YEARS—"as good as the day we put it in"



AFTER 19 YEARS—"in excellent condition"



• AFTER 10 YEARS—"refrigeration consumed has been low"

**S**TATISTICS make dull reading. So we've quoted above just four of the hundreds of users of Rock Cork. And we have cut each statement to the bone.

But if it's up to you to keep refrigeration costs low, and you're not entirely satisfied with your present insulation, write us. We shall be glad to send you the complete statements of these four companies; firms that have been using Rock Cork from 10 to 23 years.

*All agree Rock Cork maintains its high initial insulating value unimpaired over a long period of time.*

That Rock Cork can so lastingly keep down refrigeration costs is largely explained by its mineral composition and its unequalled moisture resistance.

Blown from limestone, Rock Cork contains approximately 88% of entrapped air. This is dead air. It cannot circulate. Each of these tiny air spaces is sealed completely with a film of waterproof binder, providing almost perfect protection against the infiltration of moisture throughout the slab.

Where insulation of the ordinary type often becomes impregnated with water, and so loses its insulating value, Rock Cork, even after 20 years' continuous service, shows moisture absorption of only 2.63%.

The mineral composition of J-M Rock Cork also renders it rot-proof, vermin-proof, odorless and incapable of absorbing odors. It will never support the growth of mold or bacteria.

If you would like to share the economies that prompted one user of Rock Cork to tell us that his "refrigeration costs stay where they started," write and ask for the recommendations of our engineering staff. Their advice is freely at your disposal; and, of course, there is no obligation. Johns-Manville, 292 Madison Avenue, New York City.

## Johns-Manville



## Rock Cork

TRADE MARK REG. U. S. PAT. OFF.

### REFRIGERATION INSULATION

*Johns-Manville Insulations are available for all temperatures from 400° F. below zero to 3000° above.*

# Refrigeration and Frozen Foods

## Anhydrous Ammonia

### Some of the Properties of This Generally Used Refrigerant

Anhydrous ammonia is the refrigerant in almost universal use in the meat packing industry.

Its characteristics, therefore, are of some interest to meat plant executives and engineers who are responsible for the efficient and satisfactory operation of the refrigeration plant.

According to an article by R. J. Quinn of the Mathieson Alkali Works, Inc., New York City, published in the June, 1932, issue of Industrial and Engineering Chemistry, between 20 and 30 million pounds of anhydrous ammonia are used annually in the United States for refrigeration purposes.

The available potential supply of this refrigerant is almost unlimited. There is always available a large amount of material which is a by-product of coking or gas producing operations. There is also a rapidly growing industry producing ammonia synthetically. There are now operating in the United States nine synthetic ammonia plants capable of producing 350 million pounds of ammonia per year, which is far in excess of the refrigerating industry's needs.

### Physical Properties.

Ammonia is a compound gas composed of nitrogen and hydrogen in the proportion of one part of nitrogen to three parts of hydrogen by volume, or 14 parts of nitrogen and three parts of hydrogen by weight, and is represented by the symbol  $\text{NH}_3$ . Ammonia gas is colorless and possesses a sharp pungent odor and alkaline taste. By pressure and cooling, it can be condensed to a colorless, mobile, and strongly refracting liquid of specific gravity 0.6382 at 32 degs. Fahr., which boils at -28 degs. Fahr. at atmospheric pressure and solidifies to a white crystalline mass at -107.86 degs. Fahr.

Inflammability and Explosibility. From time to time attention has been directed to fires or explosions in refrigerating rooms in which serious leakage of ammonia has taken place. Numerous investigations by private and official organizations have developed fairly complete and consistent date regarding the explosive limits of ammonia-air mixtures and regarding the combustion of ammonia. From 18.1 to 26.77 per cent of ammonia in mixtures with air appear to be the explosive limits of these mixtures.

Although many textbooks state that

ammonia will not burn, there are certain conditions under which flame may be supported. Under these conditions a yellow flame is produced, but it is difficult to distinguish between inflammability and explosibility.

**Stability.** For all practical purposes, ammonia is stable when exposed to pressure, temperature and contact conditions that are ordinarily met with in the normal operation of an ammonia compressor. When abnormal conditions prevail, there is some dissociation of ammonia into its component gases. The presence of hydrogen gas in a compression system which has previously been free from it, indicates that some decomposition is taking place and that the machine is not being operated properly.

**Corrosion.** Ammonia is a strong alkali and will react as such when various textile, food, fabric, or fur products are exposed to it. It is very soluble in water. It is not corrosive to iron or steel, but readily attacks copper, brass, zinc, aluminum, and many alloys, especially those containing copper. They should consequently be avoided in the construction of equipment which may become exposed to ammonia fumes or solutions.

### Physiological Effects.

**Standard Ton Data.** The commercial unit of refrigeration is the quantity of heat required to melt 1 ton (2,000 lbs.) of pure solid ice into water at 32 degs. Fahr. Since 1 lb. of ice will absorb 144 B.t.u. at 32 degs. Fahr. in melting, 1 ton will absorb  $2,000 \times 144$  or 288,000 B.t.u. Therefore 1 standard commercial ton of refrigeration is the removal of 288,000 B.t.u. The rate of performance is 1 day of 24 hours.

The latent heat of evaporation of anhydrous ammonia is higher than that of any other commonly used refrigerants. It is, therefore, more efficient from the standpoint of quantity required to perform a given amount of refrigeration. Other physical properties, however, must be considered, such as cubic feet of piston displacement of compressor per ton and horsepower input per ton of refrigeration.

Ammonia is not poisonous. It is a powerful irritant upon the mucous membranes of the eyes, nose, throat, and lungs. Because of its extreme solubility in water, it also irritates any skin surface where an accumulation of moisture or perspiration takes place. The physiological effect of ammonia is not cumulative, and workmen may develop a certain degree of immunity or tolerance toward exposure to ammonia in low concentrations. An atmosphere containing five volumes per thousand appears to be the maximum that may be inhaled without serious consequence, and inasmuch as an atmosphere containing one-twentieth volume per thousand imparts a strong odor to air, adequate warning is provided of conditions which may become dangerous.

Ammonia acts as a powerful heart stimulant, both when inhaled in low concentrations and when taken internally in small doses. When anhydrous ammonia comes in contact with the skin it causes a condition similar to frostbite or a burn, and the affected part responds to the usual treatments for such afflictions. Because of its odor and its characteristic chemical reactions, leaks in an ammonia system may be readily detected.

### Ranges of Application.

Anhydrous ammonia may be employed as a refrigerant under an ex-



PACKER USES TWO-COMPARTMENT TRUCKS REFRIGERATED WITH SOLID CO<sub>2</sub>

This refrigerated truck body is one of a fleet of 29 new trucks built for Gobel-Loffler, Inc., Washington, D. C., subsidiary of Adolf Gobel, Inc., New York City. Twenty-two of the new bodies are 108 in. long inside and have a load capacity of 3,500 lbs. The other seven are 132 in. long and will haul 4,500-lb. loads.

The bodies are all of the two-compartment type, with a side door providing access to the front compartment and a rear door to rear compartment. Exteriors are of rustproof metal. Sides and roof are insulated with 4 in. of Dry-Zero blanket and the interior is lined with galvanized metal. A solid carbon dioxide refrigeration unit in each compartment maintains a temperature of 40 degs. The interiors are designed to accomplish systematic loading through an arrangement of galvanized baskets and shelves. Bodies are mounted on International Harvester chassis. York Hoover Body Corp., York, Pa., is the builder.

**MORE AIR**

with a Meier

**NU-AIR**

For all Depts.:

- Killing
- Inspection
- Cutting
- Curing
- Boiling
- Smoking
- Chilling
- Office
- Garage

Meier Electric  
& Machine Co.  
Indianapolis, Ind.



tremely wide range of conditions. It is used in household mechanical refrigerators which contain approximately 2 lbs. of refrigerant. It is used in commercial units ranging up to 500 tons of refrigeration per day, charged with 70,000 lbs. of anhydrous ammonia.

A wide variation of temperature may also be covered, ranging from atmospheric down to —60 degs. Fahr in the case of some recently developed multiple-stage units used in quick-freeze processes for the treatment of food products.

The pressures encountered in the normal operation of ammonia compression machines are not excessive. They depend upon the quantity and temperature of condenser water used and rarely exceed 250 lbs. per square inch. Ammonia fittings, piping, gages, etc., are highly standardized and are well known to the trade.

The lubrication of any refrigerating machine is an important factor in its operation. When ammonia is used, the lubricant must be especially adaptable for low-temperature work. Considerable care and judgment must be used in the selection of lubricants and definite specifications are essential to the standardization and control of the lubricants used.

**FROZEN FOOD SALES VOLUME.**

Sales of Birdseye frosted foods—meats, poultry, seafoods, vegetables, fruit—according to a statement made recently by president Clarence Francis of General Foods are averaging about \$6,000 per year for each low temperature display case.

# WHEN YOU THINK OF **INSULATION** THINK OF **CORINCO**

CORKBOARD-CORK PIPE COVERING

Products and Prices are Right

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**INSULATION Problem**

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Without obligating me in any way, please send a copy of your new catalog.

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- Cork Board for flat insulation.
- Cork Pipe Covering.
- Cork Roof Insulation.
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Name.....

Firm.....

Address.....

Meaford Cooperative Fruit Growers Association, Meaford, Ontario, Canada, is accepting bids for the construction of a warehouse. The building will be two stories high and have a ground area of 40 by 80 ft.

Additional refrigeration machinery was installed recently in the plant of the Mid West Ice & Cold Storage Co., Kansas City, Mo.

**NEW BRITISH MEAT DUTIES.**

Increased duties were imposed in the United Kingdom, effective September 6, on a number of imported products, including meat and poultry pastes and sausages, according to recent advices to the U. S. Department of Commerce. The new rates apply to imports from all non-British sources. The ad valorem rates on meat pastes and sausages are now 30 per cent instead of the 10 per cent formerly prevailing. Certain papers used for wrapping, such as kraft, greaseproof and glazed transparent paper will carry an ad valorem duty of 25 per cent with 20 per cent and 15 per cent on heavier grades.

**ARMSTRONG CORK ON COAST.**

S. C. Martin, assistant general sales manager of the Armstrong Cork & Insulation Company, has left the home office of the company at Lancaster, Pa., for the Pacific Coast, where he expects to spend about four weeks making a survey of business conditions in that territory and conferring with West Coast representatives of the company.

**H. PETER HENSCHIEN**

Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION

59 East Van Buren St., Chicago, Ill.

**Cold Storage Installation**

All Kinds of Refrigerator Construction

**JOHN R. LIVEZEY**

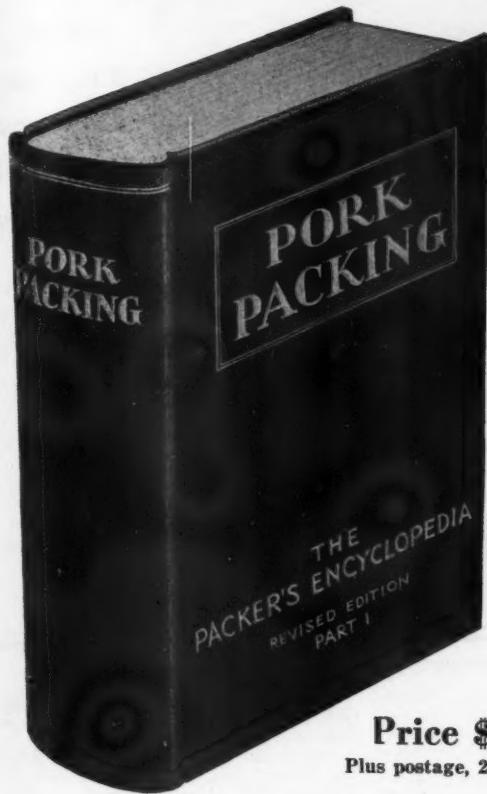
Glenwood Avenue, West 22nd St., Philadelphia, Pa.

119 South St., Baltimore, Md.

1106 Sixteenth St. N. W., Washington, D. C.

# Mr. Pork Packer:—

## Ask Yourself These Questions



**Price \$6**  
Plus postage, 25c

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### For the Sausage Maker

Chapter XIV: Stuffing the casings—Handling large sausages—Use of cookers and vats—Avoiding mold and discoloration—Trimmings—Curing—Mixing—Chopping and stuffing—Casings—Surface mold—Dry sausage—Sausage cost accounting—Sausage formulas—Manufacturing instructions—Container specifications—Preparing boiled hams—Making baked hams.

*Am I getting the highest possible yields from products?*

*Are all my operations as efficient as they could be?*



Utilizing the hog carcass to best advantage is a day-to-day problem. Only by studying markets and checking against tests of the best experience can profitable results be secured in daily plant operation.

This book is designed to show the pork packer how to operate to best advantage. It is a "test book" rather than a "text book." Figuring tests is emphasized and important factors in operation in all departments are discussed. (See chapter headings.)

It is NOT an academic presentation of the routine of pork packing. It IS a practical discussion of best methods for getting results, *backed up by test figures*, which every alert pork packer needs and should have.

### CHAPTER HEADINGS

- |                                      |                                 |
|--------------------------------------|---------------------------------|
| I—Hog Buying                         | XI—Curing Pork Meats            |
| II—Hog Killing                       | XII—Soaking and Smoking Meats   |
| III—Handling Fancy Meats             | XIII—Packing Fancy Meats        |
| IV—Chilling and Refrigeration        | XIV—Sausage and Cooked Meats    |
| V—Pork Cutting                       | XV—Rendering Inedible Products  |
| VI—Pork Trimming                     | XVI—Labor and Cost Distribution |
| VII—Hog Cutting Tests                | XVII—Merchandising              |
| VIII—Making and Converting Pork Cuts |                                 |
| IX—Lard Manufacture                  |                                 |
| X—Provision Trading Rules            |                                 |

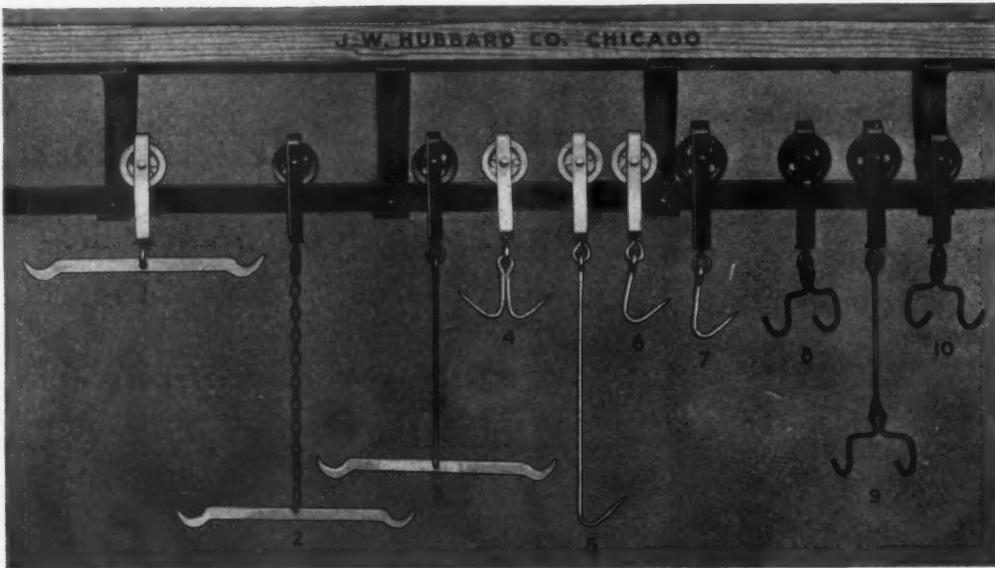
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### CANADIAN STORAGE STOCKS.

Stocks of meat on hand in cold storage warehouses in Canada on Aug. 1, 1932, with comparisons, as reported by the Dominion Live Stock Branch:

	Aug. 1, 1932.	July 1, 1932.	5-yr. av.
Lbs.	Lbs.	Lbs.	Lbs.
Beef	7,287,706	6,401,038	8,446,755
Veal	1,215,242	1,168,700	1,681,885
Pork	34,552,753	37,406,841	31,172,758
Mutton and lamb	1,277,406	1,747,068	841,862

### CANADIAN MEATS TO U. S.

Exports of livestock and meats from Canada to the United States for July, 1932, with comparisons:

	July, 1932.	July, 1931.	July, 1932.
Cattle, No.	643	944	
Calves, No.	401	3,296	
Hogs, No.	167	355	
Sheep, No.	55	92	
Beef, lbs.	51,600	34,700	
Bacon, lbs.	94,600	73,500	
Pork, lbs.	494,400	37,400	
Mutton, lbs.	21,600	.....	
Lard, lbs.	500	.....	
Lard compounds, lbs.	86,900	.....	

### CANADIAN MEAT EXPORTS.

Exports of domestic livestock and meats during July, 1932 with comparisons, are reported as follows by the Canadian Department of Agriculture:

	July, 1932.	July, 1931.	7 Mon. ended July, 1932.
Cattle, No.	5,275	4,203	19,471
Calves, No.	581	3,330	3,392
Hogs, No.	839	549	3,979
Sheep, No.	186	186	782
Beef, lbs.	416,000	339,500	2,110,000
Bacon, lbs.	4,879,500	325,400	22,448,900
Pork, lbs.	1,196,000	208,100	7,016,000
Mutton, lbs.	1,000	24,200	7,140,000
Lard, lbs.	723,000	42,100	3,345,800
Lard compound, lbs.	63,700	104,500	134,600

### CANADIAN MEAT IMPORTS.

Meat imports into Canada during July, 1932, with comparisons:

	July, 1932.	July, 1931.	July, 1932.
	Lbs.	Lbs.	Lbs.
Beef	90,724	61,673	11,752
Bacon and hams	1,470	190,160	100,120
Pork	244,770	278,399	208,503
Mutton and lamb	15,104	92,292	714
Lard	827	3,803	8,576
Lard compound	37,875	679	37,450

### Imports from the United States:

	Beef	Bacon and hams	Pork	Mutton and lamb	Lard	Lard compound
	3,282	1,470	208,503	714	827	37,450
	11,752	100,120	278,190	8,576	3,803	679
	11,752	100,120	278,190	8,576	3,803	679

### GERMAN HOG MARKETS.

Receipts of hogs at the fourteen principal markets of Germany for the week ended August 24 totaled 47,380 with a Berlin price of \$9.18 per hundredweight. This compares with 66,840 in the same week a year ago when the Berlin price was \$11.56. Lard in tierces at Hamburg brought \$8.09 for the week ended August 24 compared with \$10.23 in the same week a year ago.

### RUSSIAN SOVIETS BREED HOGS.

A hog breeding farm with a capacity of 6,000 hogs is reported to have been completed by the Leningrad Feed Trust near Leningrad, Russia. According to the "Economic Review of the Soviet Union," it occupies an area of about 90 acres and the cost of construction was approximately 1,000,000 rubles or about \$500,000.

### MEAT INSPECTION CHANGES.

Changes in the federal meat inspection service are reported officially as follows:

Inspection granted.—John P. Hard- ing Market Co., 728 West Madison st., Chicago, Ill.; United Butchers Abattoir, Inc., 35th and Reed sts., Philadelphia, Pa.; Emil J. Greenbaum, 42-48 Loew ave., New York City.

Inspection withdrawn.—Wilson & Co., Nebraska City, Neb.; Homelike Food Products Co., 962-966 North Alder st., Philadelphia, Pa.; Marston's Hash Co., 159 Elliott st., Danvers, Mass. From subsidiary: Chas. Wolff Packing Co., under establishment 373, Wheeling, W. Va.

Inspection extended.—Springfield Provision Co., Brightwood, Mass., to include H. L. Handy Co.; Hygrade Food Products Co., Wheeling, W. Va., to include Sullivan Packing Co., and Begley Food Products Co.; Walker's Austex Chile Co., Austin, Tex., to include Austin Canning Co.

Change in name.—H. Savage & Sons, 233 Callowhill st., Philadelphia, Pa., instead of Picus & Batt, Inc.; Pearlman Packing & Provision Co., 133-137 North st., Boston, Mass., instead of Milano Provision Co., Inc.; Fred Eckhart Packing Co., Inc., 1825 West Main st., Fort Wayne, Ind., instead of Fred Eckhart Packing Co.

### P. & G. FIGHT WHALE OIL DUTY.

Procter & Gamble Co. has appealed from a recent decision of the United States customs court, which had directed payment of duties on whale oil brought into this country after having been manufactured on the high seas.

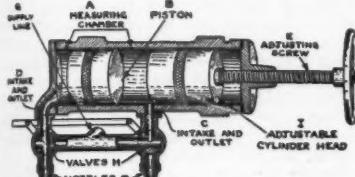
# A Page for Purchasing Departments

## HOW LARD FILLERS OPERATE.

Filling machines, because of their accuracy and economy, have come into general use in the meat packing industry for filling lard, compound and semi-fluids into cartons and cans. Their use has made it possible to adopt modern high production methods in the lard packaging department, and to mechanize operation to a degree that has not been possible in some other departments of the meat plant.

How these devices are able to deliver exact quantities of product no doubt is more or less of a mystery to many meat plant men who have watched them operate. As a matter of fact, the principle of design is quite simple, an advantage reflected in reliability and low maintenance and repair expenses.

In the Harrington principle of accurate measurement, employed in all Harrington measuring fillers, an adjust-



## ACCURACY IN LARD FILLING.

This sectional view of the Harrington lard filler shows the principle of operation. Product is fed through the supply line G and enters the measuring chamber A through the three-way valve H at openings C and D alternately. When the piston B has traveled to the end of the stroke it remains there until the three-way valves are reversed. Reversal of these valves admits lard under pressure to the other end of the measuring cylinder. This forces the piston in the opposite direction discharging the lard into the container. These operations are repeated alternately at each side of the cylinder.

The measuring and filling chamber is used. This is so constructed that instead of lengthening or shortening the stroke of the piston only, to obtain the amount of product desired in each container, this measuring chamber is equipped with an adjustable cylinder head, controlled by a handwheel extending outward from one end of the cylinder. No piston rod is used.

With this construction, the cylinder or measuring chamber is lengthened or shortened and the floating piston makes a full stroke of the chamber for every discharge, thereby completely discharging the contents of the chamber at each stroke.

Referring to the illustration of the cylinder: The product is fed through the supply line G and enters the measuring chamber A through the three-way valves H at openings C and D alternately. Assuming the right hand end of the chamber A is being filled with lard to be measured, which enters at the opening C under positive pressure from the pump: When the piston B has traveled to the left hand end of the stroke—metal to metal—it remains

there until the three-way valves are reversed. This occurs after the next container is in proper position on the table to receive the discharge.

The reversal of the three-way valves admits product under pressure into the left hand end of the cylinder through the opening D. This forces the piston in the opposite direction, thereby discharging the fill from the right hand end of the measuring chamber into the container through the opening C, the right hand three-way valve H and nozzle F. These operations are repeated alternately on each side of the cylinder during the entire run.

The filling of the chamber is not dependent on suction. Both filling and discharge take place under positive pressure, so that the chamber is uniformly filled and discharged for each container. These machines, manufactured by the Allbright-Nell Co., Chicago, are made in various sizes to suit capacities desired.

## REPAIRS MADE QUICKLY.

A solder that will repair metal has been announced by the Allied Research Laboratories, Glendale, Calif. The solder is known as Alumaweld, and it is claimed that it will repair any metal, including cast iron, steel, aluminum, pot metal and die castings. The method of using the solder is as follows:

The metal is cleaned and heated with an ordinary soldering iron. The solder, with special flux, is applied to complete the repair. Average pipe repair jobs take from 10 to 12 minutes, it is said, and are made without tearing down the piping system.

As the name implies the product is more than a surface solder. It actually breaks down the structure of the metal, it is said, fusing with it to form a solid piece. It is ten times as strong as ordinary solder, it is claimed, quite ductile and will take a polish over which any kind of plating can be applied.

## USES OF METHYL CHLORIDE.

"Arctic—The Refrigerant," is the title of a new booklet issued recently by the Roessler & Hasslacher Chemical Co., New York City. "Arctic" is the registered trade mark for methyl chloride, 99.5 per cent pure, manufactured by the company. The booklet describes many uses for the refrigerant, contains a chapter on thermodynamics and contains much technical data for users of refrigerants. Portions also contain sections devoted to the handling and servicing of Arctic, regulations as to its handling and other information of interest and value.

This refrigerant, it is claimed, is highly efficient for general types of compression machines from the smaller units used in household refrigerators to the larger commercial units. Copies of the booklet may be obtained by addressing the company.

## LINERS FOR LARD CARTONS.

Recently information was requested by a packer who is starting to package lard in one-pound cartons. Supplementing the directions given at that time, attention also has been called to the importance of a satisfactory liner for the cartons. Success of the package depends in a large degree upon using the right liner.

Such a liner must perfectly resist penetration by the semi-liquid lard until the lard has thoroughly hardened in the cooler, so that the package will not appear soiled, stained and grease-soaked when offered to the retail trade. As an added precaution many packers employ cartons with large areas, particularly near the corners, printed with heavy, dark-colored inks, such as dark blue.

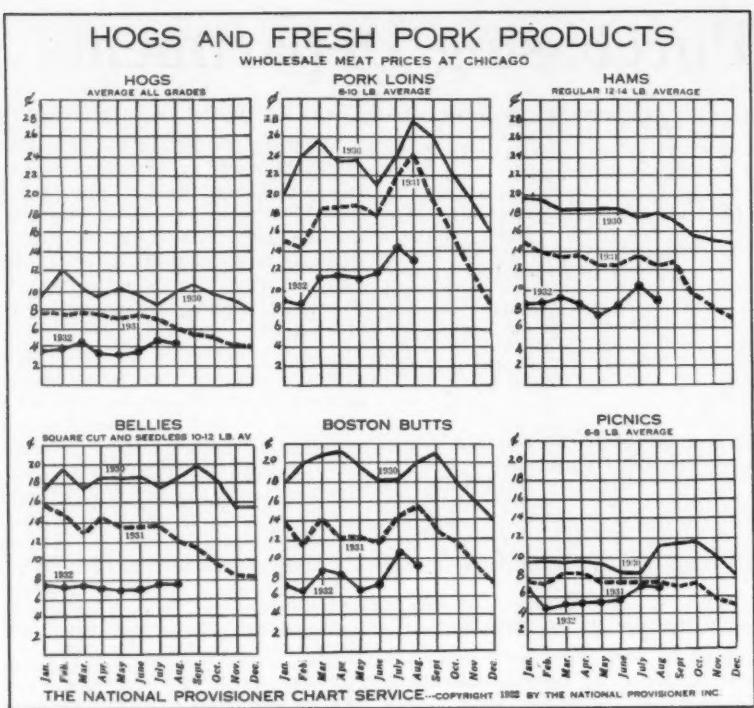
The liner must not break or weaken at the corners and folds when inserted in the carton, even by automatic, high-speed carton-lining equipment. Yet, with the pliability and toughness which this requires, it still must stand erect and not flop down into the lined carton before filling, so as to interfere with the filling operation. Not only must these qualities be present when the liners are new, fresh stock, but they must be permanent, so that even after prolonged storage in a dry stock room the paper will work perfectly.

Again, the liner must be large enough to afford protection against the contents "slopping over" before chilling. In this connection careful handling of the filled packages until the lard has hardened is very desirable.

When it was first decided to put up lard in one- and two-pound cartons rather than in 60-lb. tubs as formerly, a great many tests were made to determine what liner would best meet these specifications, revealing the need for a new type of paper. Such a sheet, known as 40 lb. KVP, special lard liner parchment, was developed by the Kalamazoo Vegetable Parchment Company of Parchment, Mich., from new materials. In many important details of manufacture it differs from any other paper previously available. Numerous practical tests since made in packing lard have established its unique and outstanding qualities for such use," say the manufacturers, "which is further attested by the fact that it has proved highly satisfactory to the majority of the producers of lard and compounds throughout the country."

## FIBRE SHIPPING CASES.

E. Victor Donaldson, president of Robert Gair Company, Inc., New York City, announces that the fibre board business of the Bogota Paper & Board Company and the fibre shipping case business of his company would hereafter be continued through a subsidiary of Robert Gair Company, Inc. The management of the subsidiary will be in the hands of F. G. Becker, president, and Harold S. Smith, vice-president.



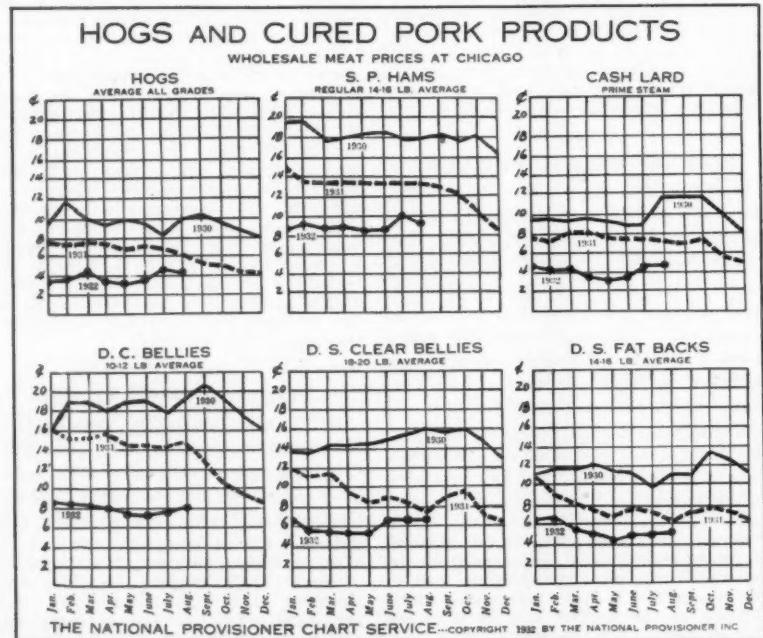
These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during the first eight months of 1932, compared with the trends of 1931 and 1930.

Price curves for hogs and fresh pork cuts were downward during August, losing in considerable part the gains made during July. Certain of the less-demanded cured cuts showed less decline, these already being on a relatively low price level. Both meat and lard stocks showed a seasonal decrease dur-

ing the month but are higher than those of a year ago. The general price level throughout the year of both hogs and meats are well below those of 1931 and the latter showed a sharp drop from 1930.

#### Fresh Pork Cuts.

**Loins.**—Plentiful hog supplies at Chicago and weakness in price coupled with somewhat unfavorable weather conditions in certain parts of the country resulted in weakness in the fresh pork loin market, this product losing much of the gain made during August. Both rise and decline were largely seasonal.



**Hams.**—Considerable weakness was evident in the market for green hams. There was a general lack of demand, due to the very limited outlet and pronounced weakness in the market for cured stocks.

**Bellies.**—The green belly market held fairly firm during August but this product had shown no such price increase as occurred in the market on loins and hams. The price has been fairly steady throughout the year with a slight mid-summer weakness evident.

**Boston Butts.**—This product declined in sympathy with the loin market and limited trading in car lots. There was a light scattered trading on boneless butts and prices on this cut held fairly steady.

**Picnics.**—Both green and pickled picnics showed some weakness during August, as this product had been comparatively high when compared with hams. The increase experienced during July brought the price close to that of a year ago, but buying during August was not sufficient to maintain this level and the product declined in sympathy with other markets.

#### Cured Meats and Lard.

**S. P. Hams.**—This product was offered rather freely but met with slow demand and much of the increase enjoyed during the previous month was lost. The export outlet was extremely dull and the smoked meat trade in the domestic market was seasonally low. Heavy pickled hams were not in large supply, but price advances were difficult to secure, owing to a generally weak market situation.

**Lard.**—Lard prices remained fairly steady during the month at the higher level reached in July. This was due mainly to speculative and investment buying of January delivery, which made a good advance, cash interests transferring their hedges from nearby to January contracts. Another strengthening influence was the price of lard in relation to cotton oil, which is nominally higher.

**Dry Cure Bellies.**—This product was steady with a fair demand. Selling pressure was moderate and there was no particular feature to the trade. Offerings were fair with limited cariot trading, the principal outlet being through smokehouse channels.

**D. S. Bellies.**—The market on dry salt bellies has held fairly well at the higher level reached in June. This strength is attributed to the better feeling in the South, due to the anticipated shorter cotton crop. In spite of the heavier production during the month, stocks showed only a slight increase and are well under those of a year ago. This proved to be another strengthening price factor.

**D. S. Fat Backs.**—The supply of fat backs is not large and this commodity has enjoyed a good trade with the price well maintained, with a slight increase toward the end of the month. The market on this product is regarded as in good shape.

#### Hogs.

Hog supplies in August were considerably larger than those of July, with a consequent drop in price. Part of this was due to the fact that some hogs were diverted to Chicago from other Corn Belt markets due to "farm

# Provision and Lard Markets

## WEEKLY REVIEW

**Market Fairly Active—Prices Steady—Hogs Easy—Western Run Moderate—Cash Trade Fair—Lard Stocks Decreased Moderately—Outward Movement More Liberal—Hog Cholera Being Watched.**

Lard market the past week backed and filled in a fairly active trade, but failed to get anywhere. It was evident that increased speculative activity in major commodities had served to diminish interest in lard somewhat. However, considering the action in hogs, the lard market did fairly well. Strength in grains and in cotton oil at times offset lower hog prices.

Scattered liquidation was quickly absorbed, but packing house interests were on the selling side. This served to satisfy the demands for the time being at least. There was evidence of lifting of hedges by cash interests, but the latter did not appear unduly active. There was further buying of lard against sales of cotton oil, with the late oil months holding at an unusual premium over lard.

Western hog run was not burdensome, totaling 334,000 head last week, or exactly the same as the previous week, and comparing with 353,000 head the same week last year. Top hogs at Chicago, however, eased to 4½c only to recover later to 4.70c.

### Cash Trade Fair.

Average hog price at Chicago this week was 4.10c, compared with 4.15c last week, 5.85c a year ago and 10.05c two years ago. Marketings of hogs at the western packing points since March 1 have been about 10,736,000 head, compared with 11,326,000 head the same time last year. However, the trade is inclined to look for a larger run to market the latter part of this month.

Cash trade was reported of good average, particularly in dry salted meats, but pickled hams and picnics have not sold as readily as in recent years. Cash lard trade on the whole was fairly good, and the trade showed interest in a report issued by the U. S. Department of Agriculture stating that hog cholera is increasing in some of the principal hog growing states.

Official exports of lard for the week ended August 27 were 8,318,000 lbs., against 6,858,000 lbs. last year. Exports from January 1 to August 27 have been some 354,409,000 lbs., against 384,336,000 lbs. the same time last year. Of the exports during the week, 4,076,000 lbs. went to the United Kingdom, 2,783,000 lbs. to Germany, 681,000 lbs. to the Netherlands, 180,000 lbs. to Cuba and 598,000 lbs. to other countries.

Exports of hams and shoulders, including Wiltshires, for the week were

780,000 lbs., against 570,000 lbs. last year; bacon, including Cumberlands, 432,000 lbs., against 1,317,000 lbs.; pickled pork, 114,000 lbs. against 158,000 lbs. last year.

### Lard Stocks Decrease.

Chicago lard stocks during August decreased 7,370,000 lbs., totaling 57,258,000 lbs. and comparing with 47,346,000 lbs. last year. Lard stocks at western packing points last month decreased 13,425,000 lbs., totaling 77,536,000 lbs. and comparing with 70,343,000 lbs. a year ago. Decrease in the lard stocks in August last year at western packing points was 23,317,000 lbs., the heaviest loss for that month in recent years.

Stocks of dry salted meats decreased 16,792,000 lbs. during the month, the smallest reduction for the month in five years. They totaled 253,340,000 lbs., compared with 232,655,000 lbs. a year ago.

The U. S. Department of Agriculture placed the production of lard during July at 103,411,000 lbs., against 109,-

265,000 lbs. in July last year, and a five-year July average of 123,953,000 lbs. Average live costs of hogs during July was 4.48c, against 3.36c in June and 6.22c in July last year.

Average hog yield in July was 74.88 per cent, against 74.81 per cent in June and 74.97 per cent in July a year ago. Average weight of hogs during the month was 243.55 lbs., against 232.27 lbs. in June and 257.68 lbs. in July last year.

**PORK—Market was easier on the whole, with demand moderate. At New York, mess was quoted at \$19.25 per barrel; family, \$20.25 per barrel; fat backs, \$14.00@15.00 per barrel.**

**LARD—Demand domestic and export was fair, but the market was irregular with futures. At New York, prime western was quoted at 5.70@5.80c; middle western, 5.55@5.65c; New York City tiers, 5%@5½c; tubs, 6c; refined continent, 6½c; South America, 6½c; Brazil kegs, 7½c; compound, car lots, 7@7½c; smaller lots, 7½@7½c.**

At Chicago, regular lard in round lots was quoted at 2½c over September;

## Cutting Values Show Little Change

Fresh meat values remained practically unchanged from those of a week earlier, a slight improvement being shown in the cut-out value of heavy well-finished butcher hogs. This was due more to a decrease in the supply of hogs of this grade than to a generally stronger market.

Receipts of hogs at the twelve principal markets for the three-day period at 272,000 head were 17,000 larger than those for the four-day period the previous week but 14,000 less than in the same period a year earlier. At Chicago limited shipping orders had a weakening price influence.

Continued weakness featured the fresh pork market at eastern consuming centers although at Chicago some strength was evident. Weather conditions in the East were not favorable to increased fresh pork consumption.

The top for the week was \$4.75 with

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.12	\$1.01	\$ .90	\$ .96
Picnics	.36	.34	.33	.23
Boston butts	.37	.37	.37	.37
Pork loins	1.40	1.27	1.17	.88
Bellies, light	.84	.80	.52	.17
Bellies, heavy	...	...	.22	.56
Fat backs	...	...	.06	.26
Flanks and jowls	.07	.07	.10	.11
Raw leaf	.09	.10	.10	.10
P. S. lard, rend. wt.	.06	.70	.62	.58
Spare ribs	.05	.05	.06	.04
Regular trimmings	.07	.07	.09	.09
Rough feet	.02	.02	.02	.02
Tails	.01	.01	.01	.01
Neck bones	.01	.01	.01	.01
Total cutting value	\$5.07	\$4.88	\$4.77	\$4.39
Total cutting yield	67.50%	68.50%	70.00%	71.00%

Crediting edible and inedible offal values to these totals the cost of well finished live hogs following results are secured:

Profit per cwt.	\$ .10	...	...
Profit per hog	.17	...	...
Loss per cwt.	-\$ .16	\$ .12	\$ .20
Loss per hog	-\$ .32	-\$ .28	-\$ .57

the above cut-out values and deducting from the weights indicated, plus all expenses, the

strike" disturbances. This had a tendency to lower prices generally at most markets. However, the average price of mixed droves at Chicago at \$4.20 was exceeded during 1932 only in July and March. Receipts have held up well, but a stronger demand for meats is a much-needed factor in the market.

September 10, 1932.

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loose lard, 25c under September; and leaf lard, at 20c under September.

**BEEF**—Market was rather dull in the East but fairly steady. Mess at New York was nominal; packet, nominal; family, \$13.50@14.00 per barrel; extra India mess, nominal; No. 1 canned corned beef, \$1.97; No. 2, \$3.90; 6 lbs. South America, \$12.00; pickled tongues, \$33.00@40.00 per barrel.

See page 38 for later markets.

## FOOD IMPORTS DECLINE.

Largely because of lower price levels throughout the world, the value of American imports of foodstuffs has declined more than half during the last five fiscal years, according to a Department of Commerce statement. This decline is largely the result of the lower level of world prices.

Coffee, sugar, cocoa, bananas and tea form the bulk of the trade. The demand for imported foodstuffs will always be of considerable importance, it was stated, because most of the incoming products cannot be grown profitably in the United States.

Imports of meats, including canned, amounted to \$20,829,000 five years ago, as compared with \$5,606,000 last year; fish products, \$38,179,000, against \$25,-

796,000; dairy products, including canned milk and eggs, \$38,174,000, as compared with \$15,387,000; feeds and fodders, \$13,488,000, contrasted with \$3,765,000.

Value of certain imports in 1927-28 compared to 1931-32 is as follows:

	1927-28.	1931-32.
Animals, edible	22,186,000	1,817,000
Meats (except canned)	15,889,000	8,640,000
Fish, fresh and cured	24,717,000	15,012,000
Animal fats and oils, edible	1,239,000	54,000
Sausage casings	14,886,000	5,308,000
Dairy products and eggs	37,971,000	15,303,000
Vegetable oils & fats, edible	14,112,000	9,363,000
Canned foods:		
Meat	4,441,000	1,966,000
Fish	13,462,000	10,784,000

## HOGS IN GREAT BRITAIN.

Hogs in England, Wales and Scotland totaled 3,344,000 head on June 1, 1932, an increase of 14 per cent over the 1931 figures, according to advices from the agricultural attaché at London. Last year there was an increase of 20 per cent over 1930. This movement toward larger British hog numbers is contrary to the current trend in European producing countries, including the Irish Free State, the Department of Agriculture points out. In the Irish Free State hog numbers on June 1, 1932, totaled 1,122,000 head, a drop of 9 per cent from 1931, brood sows being reduced 14 per cent.

## CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings during July, 1932, are reported by the U. S. Bureau of Foreign and Domestic Commerce as follows:

	Sheep, lamb and goat, Lbs.	Other, Lbs.
Czechoslovakia	2,000	.....
Denmark	2,772	22,528
Germany	.....	25,765
Latvia	2,420	.....
Netherlands	3,063	10,591
Rumania	820	600
Burma in Europe	33,307	6,663
Canada	29,944	32,773
Argentina	10,724	251,814
Brazil	57,538	.....
Chile	10,930	.....
Ecuador	1,074	.....
Peru	.....	8,810
Uruguay	.....	24,761
China	23,184	25,584
Iraq	19,622	888
Japan	2,790	.....
Persia	9,765	.....
Syria	9,354	.....
Turkey	15,579	.....
Australia	70,238	15,161
New Zealand	63,478	36,563
Morocco	4,660	.....
Total	302,384	539,241

The value of the sheep, lamb and goat casings imported during July was \$203,133, and of the other casings, \$83,237. This compares with an import of sheep, lamb and goat casings in June valued at \$324,472 and of other casings valued at \$112,636.

## EXPORTS.

	Hog casings, Lbs.	Beef casings, Lbs.	Other, Lbs.
Belgium	10,900	41,270	.....
France	.....	186	.....
Germany	364,396	513,828	24,920
Italy	9,283	35,495	.....
Netherlands	21,220	144,533	.....
Poland and Danzig	13,275	.....	35,120
Spain	20,334	108,329	.....
Sweden	.....	11,890	.....
Switzerland	8,639	32,348	.....
United Kingdom	189,726	17,806	4,972
Canada	1,860	14,047	50,125
Panama	360	.....	96
Mexico	87	.....	.....
Newfoundland and Labrador	.....	.....	150
Bermudas	368	28	.....
Cuba	10,000	615	.....
Japan	.....	.....	268
Australia	80,264	.....	.....
New Zealand	14,094	.....	550
Nigeria	.....	.....	.....
Total	753,806	1,010,832	127,818

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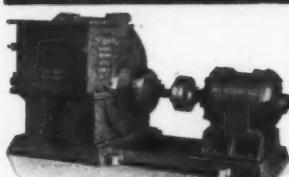
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# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—While no particular activity was in evidence in the tallow market in the East, the situation was very tight. There was a feeling in the trade that some quiet operations had been under way without any undue publicity. Last business in extra at New York was at 3½¢ f.o.b., but at no time was there any appreciable quantity of tallow on the market. It is possible that the few offerings accounted for the quietness that prevailed, but there was no questioning the strength of the market.

Leading producers were holding for ¼¢ above the last sales, or 4¢ f.o.b. Consumers were not willing to climb further for small quantities, but some felt that business would be possible if round lots were offered fractionally above the last sales price.

Strength in other commodities and in securities again had sympathetic influence. This was true in spite of the fact that reports from Washington of late indicated possibilities of larger marketing of cattle the next four months than in the corresponding time in 1931.

At New York, special was quoted at 3½¢; extra, 3¾@4¢ f.o.b.; edible, 4¾¢.

At Chicago, the market was bare of news on tallow, due to light offerings. Demand was good. At Chicago, edible was quoted at 4½¢; fancy and prime packer, 4¢; No. 1, 3½¢; No. 2, 2¾@3¢.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow was up 9d for the week, September was quoted at 23s 6d, while Australian good mixed at Liverpool, September, was up 9d at 22s 6d.

**STEARINE**—The market for oleo at New York was quiet but very steady and unchanged the past week at 6¾¢. There were little or no supplies on the market. At Chicago, oleo was firm and quoted at 6¾¢.

**OLEO OIL**—The market at New York was moderately active but very steady, with extra quoted at 5½@6¢; prime, 5@5½¢; lower grades, 4¾@5¢. At Chicago, the market was moderately active and steady, with extra quoted at 5½¢.

See page 38 for later markets.

**LARD OIL**—Demand was fairly good, and the market was firm at New York. Pure was quoted 8%@9¢; extra winter, 7½@7¾¢; extra, 7¾¢; extra No. 1, 6¾¢; No. 1, 6½¢; No. 2, 6¾¢.

**NEATSFOOT OIL**—Market was moderately active but very steady. Pure at New York was quoted at 8¢; extra, 7¢; No. 1, 6¾¢; cold test, 12½¢.

**GREASES**—Grease market at New York continued firm the past week. Interest was centered mostly in yellow grease, with the other grades relatively inactive. There was no pressure of supplies on the market, and strength in tallow and in competing quarters continued to aid the market to some ex-

tent as did also a fairly good demand from consumers.

At New York, last price paid for good yellow was 3¾¢ delivered. Bids were in the market for additional quantities at 3%@3½¢. On this upturn offerings appeared to enlarge a little, but were held at very firm prices. At New York, yellow was quoted at 3¾¢; house, 3½@3½¢; A white, 3½@4¢ according to quality; B white, 3½@3¾¢, according to quality; choice white, tierces, 4½¢.

At Chicago, there was little new in the market other than a continued good interest from consumers. Offerings were light and were held above the market. At Chicago, brown was quoted at 2½¢; yellow, 2½@3½¢; B white, 3%@3½¢; A white, 3½@3¾¢; choice white, all hog, 3¾@4¢.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Sept. 7, 1932.

With the intervening holiday not much trading has been done in packing house by-products in this vicinity during the past week. Prices remain about the same except that cracklings are higher and it is rather hard to buy this product for September delivery, most plants being well sold up.

South American tankage and blood are being held at higher prices and stocks of foreign materials that have been held along Atlantic coast points have just about been cleaned up.

### JULY TALLOW EXPORTS.

Exports of inedible tallow from the United States during July, 1932, by countries, are reported by the Department of Commerce, as follows:

	Lbs.	Value.
Belgium	241,927	\$8,550
France	137,771	3,890
Netherlands	433,167	13,979
United Kingdom	2,075,643	64,860
Canada	583,786	14,410
Guatemala	133,437	4,720
Mexico	316,259	7,185
Cuba	490,694	8,723
Dominican Republic	105,838	6,986
Haiti	120,680	3,591
China	178,476	6,231
Other countries	348,732	11,398

### MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended Sept. 3, 1932:

Point of origin.	Commodity.	Amount.
Brazil—Canned corned beef	450,000 lbs.	
Canada—Bacon	4,086 lbs.	
Canada—Sausage	35 lbs.	
Canada—Pork cuts	7,758 lbs.	
Canada—Sweet pickled hams	15,600 lbs.	
Canada—Cured pork ham	16,200 lbs.	
England—Ham paste	4,881 lbs.	
Germany—Ham	6,056 lbs.	
Germany—Sausage	220 lbs.	
Germany—Bacon	755 lbs.	
Holland—Ham	96 lbs.	
Holland—Sausage	1,430 lbs.	
Hungary—Sausage	2,450 lbs.	
Italy—Salami	528 lbs.	

### LARD AND GREASE EXPORTS.

Exports of lard from New York City, Sept. 1, 1932, to Sept. 7, 1932, totaled 1,590,830 lbs.; tallow, 74,800 lbs.; greases, none; stearine, none.

## By-Products Markets

### Blood.

Chicago, Sept. 8, 1932.

Market continues firm but dull. Sales continue at \$1.50@1.60.

Unit Ammonia.  
Ground and unground..... \$1.50@1.60

### Digester Feed Tankage Materials.

Demand continues rather slow. Not much change in prices.

Unit Ammonia.  
Unground, 11½ to 12% ammonia..... \$1.40@1.50  
Unground, 6 to 8% ammonia..... 1.05@1.75  
Liquid stick ..... .50@.75

### Dry Rendered Tankage.

Demand continues fair. Sales reported at 50@55c.

Hard pressed and exp. unground per unit protein..... \$ .50@.55  
Soft prsd. pork. ac. grease & qual. ty, ton ..... @20.00  
Soft prsd. beef. ac. grease & qual. ty, ton ..... @14.00

### Packinghouse Feeds.

Market unchanged. Sales being made at prices shown.

Per Ton.  
Digester tankage, meat meal..... \$23.00@30.00  
Meat and bone scraps, 50%..... 25.00@30.00  
Steam bone meal, special feeding per ton ..... @22.00  
Raw bone meal for feeding..... @22.00

### Fertilizer Materials.

Market continues unchanged. Sales of high grade made this week.

High grd. ground 10@12% am. .... \$1.00@1.10 & 1.00  
Low grd. and ungrd. 6-8% am. .... 1.00@1.10 & 1.00  
Bone tankage, ungrd., low grd. per ton ..... 11.00@12.00  
Hoof meal ..... .80@.90

### Bone Meals (Fertilizer Grades).

Stocks of ground steam bone meal very light. Inquiries are not numerous. Steam, ground, 3 & 50..... \$ .22.00  
Steam, unground, 3 & 50..... @13.00

### Gelatine and Glue Stocks.

Trading continues very light. Prices are largely nominal.

Per Ton.  
Kip stock ..... \$10.00@12.00  
Calf stock ..... 15.00@18.00  
Sliners, pizzles ..... @10.00  
Horn pits ..... 16.00@17.00  
Cattle jaws, skulls and knuckles ..... 18.00@19.00  
Hide trimmings (new style)..... 4.00@ 6.00  
Hide trimmings (old style)..... 6.00@ 8.00  
Pig skin scrap and trim, per lb. ..... @2½¢

### Horns, Bones and Hoofs.

Offerings of packer bones limited, with demand fair.

Per Ton.  
Horns, according to grade..... \$30.00@150.00  
Mfg. skin bones ..... 65.00@110.00  
Cattle hoofs ..... 10.00@12.00  
Junk bones ..... @12.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Animal Hair.

Market easy. Prices nominal.

Summer coil and field dried..... 14½ 1c  
Winter coil dried..... 4½ 1c  
Processed, black winter, per lb. .... 2 ½ 2½c  
Processed, grey, winter, per lb. .... 1½ 2c  
Cattle, switches, each\* ..... ½ ½ ¾c

\*According to count.

### AUSTRALIAN TALLOW EXPORTS.

Unrefined tallow exports from Australia during June totaled 4,182,752 lbs., valued at \$151,347, according to advices to the U. S. Department of Commerce.

September 10, 1932.

## VEGETABLE OILS IN THE U. S.

The decline in the price of cottonseed oil entering lard compounds brought the May, 1932, average price of prime summer yellow cottonseed oil at New York down to a point 53.6 per cent under the average of a year earlier, according to the U. S. Department of Agriculture.

During the second period of the year, prime lard at New York declined 47.5 per cent, according to U. S. Bureau of Labor Statistics figures. The factory production of cottonseed oil in the first quarter of 1932 was 18.3 per cent greater than in the corresponding 1931 period. Total cottonseed oil production in 1931, however, was the smallest annual figure of recent years, and was accompanied by a sharp downward price movement throughout the year.

The average price for 1931 was 25.9 per cent under the 1930 average. From 1912 to 1929 cottonseed oil accounted for between 80 to 92 per cent of the material entering the manufacture of lard compounds and substitutes. The production of lard compounds and substitutes, declining since 1929, was 24.4 per cent smaller in the first quarter of 1932 than in the like period of 1931.

In the butter substitutes field, the price of coconut oil, the leading ingredient, dropped 22.6 per cent from May, 1931, to May, 1932, according to average quotations on crude coconut oil at New York. Creamery extra butter at Philadelphia declined 20.0 per cent in price over the same period. Prices of practically all the important margarine ingredients declined more sharply than did butter, especially soybean, cottonseed and peanut oils.

The lower prices of soybean oil have coincided with a marked increase in the utilization of that oil in margarine manufacturing. During the first quarter of 1932, the volume of soybean oil produced in the United States was 54.5 per cent larger than in the corresponding 1931 months. Coconut oil production, however, was down 14.5 per cent, while the volume of peanut oil production declined 37.7 per cent. The production of animal oils important in oleomargarine also declined in 1932.

During the calendar year 1931 smaller quantities of coconut, cottonseed and peanut oils were produced than in 1930. These oils are the three leading vegetable ingredients of margarine. Somewhat larger imports of coconut oil in 1931 as against the preceding year were not great enough to offset the decline in copra imports and crushings.

In the year ended June 30, 1931, the latest 12 months for which figures are available, materials used in the manufacture of margarine reached a total volume of 21.1 per cent under the 1930 total. Vegetable oil margarine usually contains 80 to 94 per cent coconut oil. Practically all ingredients were used in smaller quantities than in 1930, with the exception of soybean oil. The use of that product increased from zero in 1929 to 2,262,000 lbs. in 1931.

There were no other important shifts in the relative importance of the various oleomargarine ingredients. Both total margarine production and consumption for 1930-31 declined about 20 per cent, leaving stocks on June 30, 1931, at unusually low levels.

Despite the reduced production of cottonseed oil in 1931, stocks on December 31 were 11.5 per cent larger than a year earlier. Stocks of lard compounds and substitutes were 7.4 per cent smaller on the 1931 date, while lard stocks were 15.9 per cent larger. Lard stocks have had a tendency to accumulate further in recent months. Cocoanut oil stocks also were higher than a year earlier, advancing 12.1 per cent. Soybean oil stocks also advanced materially, but peanut oil stocks showed a decline; as did oleo oil.

## MARGARINE MATERIALS USED.

Oleomargarine produced and materials used in manufacture during July, 1932, with comparisons:

Ingredients of un-colored margarine:	July, 1932. Lbs.	July, 1931. Lbs.
Butter	1,034	2,185
Cocoanut oil	6,821,577	6,081,900
Corn oil	1,003	1,490
Cottonseed oil	899,607	845,380
Derivative of glycerine	19,446	9,490
Lecithin	151	537
Milk	2,727,181	2,848,737
Neutral lard	444,465	546,266
Oleo oil	611,707	1,012,284
Oleo stearine	242,561	367,268
Oleo stock	66,852	85,132
Palm oil	6,200	8,175
Peanut oil	119,771	206,520
Salt	684,749	814,375
Sesame oil	37,811	37,811
Soda (benzoate of)	3,811	2,612
Soybean oil	330	1,840
Total	12,860,820	12,930,735

Ingredients of colored margarine:	July, 1932. Lbs.	July, 1931. Lbs.
Butter	48,877	60
Cocoanut oil	257	86,757
Color	257	44
Cottonseed oil	30,958	30,680
Derivative of glycerine	6	16
Milk	53,880	94,350
Neutral lard	17,428	30,696
Oleo oil	35,705	83,632
Oleo stearine	5,717	5,190
Oleo stock	475	9,218
Palm oil	10,500	8,330
Peanut oil	1,887	6,451
Salt	15,648	28,879
Soda (benzoate of)	2	9
Total	221,340	384,721
Grand total	12,882,160	13,315,456

## JULY MARGARINE PRODUCTION.

Margarine production during July, 1932, as reported by margarine manufacturers to the U. S. Bureau of Internal Revenue, with comparisons, was as follows:

	July, 1932. Lbs.	July, 1931. Lbs.
Uncolored	11,223,272	10,930,248
Colored	185,143	311,843
Total	11,408,415	11,271,191

## JULY MARGARINE EXPORTS.

Exports of oleomargarine from the United States during July, 1932, totaled 40,876 lbs., according to the U. S. Department of Agriculture, compared with 36,811 lbs. during the same month last year. Exports for the first seven months of 1932 have totaled 341,311 lbs., compared with 331,443 lbs. during the corresponding period of last year.

## BEST FOODS COAST PLANT.

Best Foods, Inc., is building a \$100,000 addition to its manufacturing plant in San Francisco to take care of its rapidly increased business on the Pacific Coast.

## SESAME OIL IN PACKAGES.

Globe Oil Mill of Los Angeles, Calif., is putting on an extensive selling campaign for sesame oil in attractive packages as salad and cooking oil.

## COTTON OIL TRADING.

COTTONSEED OIL — Demand at New York was fair, and the market was strong with futures. Southeast and Valley crude were quoted at 4½c; Texas, 4½c sales, 4c bid.

Market transactions at New York:

Friday, September 2, 1932.

	Range	Closing
Spot	500 a	500
Sept.	520 a	525
Oct.	521 a	524
Nov.	522 a	530
Dec.	525 a	530
Jan.	530 a	532
Feb.	535 a	550
Mar.	544 a	548
Apr.	545 a	560

Sales, including switches, 46 contracts. Southeast crude, 4½@4¼c.

Saturday, September 3, 1932.

	Range	Closing
Spot	500 a	500
Sept.	520 a	520
Oct.	516 a	520
Nov.	520 a	525
Dec.	522 a	528
Jan.	530 a	532
Feb.	530 a	545
Mar.	540 a	544
Apr.	540 a	555

Sales, including switches, 7 contracts. Southeast crude, 4½@4¼c.

Monday, September 5, 1932.

## HOLIDAY—No market.

	Range	Closing
Spot	500 a Bid	500
Sept.	510 a	530
Oct.	515 a	535
Nov.	520 a	534
Dec.	524 a	535
Jan.	530 a	538
Feb.	530 a	550
Mar.	540 a	544
Apr.	545 a	560

Sales, including switches, 27 contracts. Southeast crude 4½c bid.

	Range	Closing
Spot	510 a Bid	510
Sept.	515 a	528
Oct.	517 a	527
Nov.	517 a	530
Dec.	522 a	522
Jan.	531 a	532
Feb.	532 a	546
Mar.	530 a	550
Apr.	545 a	558

Sales, including switches, 24 contracts. Southeast crude, 4½c bid.

	Range	Closing
Spot	490 a	490
Sept.	490 a	515
Dec.	499 a	508
Jan.	502 a	508
Feb.	525 a	522
Mar.	518 a	522

See page 38 for later markets.

## GERMAN SOY BEAN OIL.

Soy bean oil mills in Hamburg, Germany, the most important in Europe, have been manufacturing and selling an odorless, colorless, refined soya bean oil for cooking purposes. The wholesale selling price has been 4c a German pound in barrels and the retail price 8c a German pound in bottles. (A German pound is equal to 1.2 American pounds.) American lard has been retailed in Germany at 10½ to 11.42c lb. The use of this oil is reported growing.

# Vegetable Oil Markets

## WEEKLY REVIEW

**Market Active—Prices Strong—Crude Tight—Cash Trade Fairly Good—Strength in Cotton Offset Lard Developments — Weather South Very Unfavorable—Some Evening Up Before Government Reports.**

The cotton oil future markets the past week continued to experience quite a little activity. At the same time the markets were very strong, prices making new highs for the season on the late deliveries. After bulging upwards 1 1/4 c per pound from the season's lows, practically all of the gain was maintained. Speculative absorption continued a very prominent factor.

Tightness in crude aided somewhat, as did strength in cotton and reports of a fairly good cash trade, but the stimulating force behind the market continued to be the unfavorable conditions surrounding the new cotton crop. A number of smaller private crop estimates were issued, while the belt experienced another week of unfavorable rainy weather. This was reported particularly harmful in some important sections.

Commission house trade counted for little, being quite mixed, but selling pressure was limited largely to realizing. Hedge pressure was small, and sufficient new buying power from the outside developed from day to day to carry the market upwards preventing any setbacks of importance.

### Oil Supplies Large.

Strength in major commodities and securities readily offset the lagging tendency in lard, although for the long run the lard situation must come in for more consideration as far as cotton oil is concerned. With the late oil months above the late lard months, an unhealthy situation exists as far as broad compound trade is concerned.

Considering conditions it was not surprising to find further spreading between lard and oil, with the latter mar-

ket being sold. However, thus far the spreading operations have failed to have any influence of importance on either of the markets. The relative cheapness of lard attracts attention. It hardly seems likely that oil will continue at a premium as even with the smaller cotton crop outlook, indications are there will be more than sufficient oil, owing to the huge carryover, for all seasonal requirements. There will also, it appears, be a good carryover at the end of the present season.

The lard market again felt the heaviness in hogs. Western run of hogs to market was not particularly heavy, and consequently the lard action was looked upon as due partly to less active cash demand. Chicago lard stocks last month decreased 7,370,000 lbs., totaling 57,258,000 lbs. and comparing with 47,346,000 lbs. a year ago. Stocks of lard at western packing points during August decreased 13,425,000 lbs., total-

ing 77,536,000 lbs. and comparing with 70,343,000 lbs. a year ago.

### Oil Distribution Good.

Private cotton crop estimates the past week ranged from 10,732,000 bales to 11,181,000 bales, compared with private estimates the previous week of 11,900,000 bales. The average of a dozen or more private estimates was 11,172,000 bales, but the situation was such that the cotton trade was looking for a figure under the 11,000,000 bale mark.

The weekly weather report said the past week was most unfavorable for the crop. It continued too dry in most eastern districts, while heavy rains were decidedly unfavorable in large parts of the central and western portions of the belt.

Indications pointed to satisfactory distribution of oil into consuming channels so far this month, and with further indications of some betterment in business conditions generally, the feeling was more optimistic. The trade appeared confident of a very satisfactory August government oil statistical report. Crude markets were strong. Southeast and Valley reaching new highs at 4 1/4 c. In Texas, sales were made as high as 4 1/4 c, with the market there 4c bid.

**COCOANUT OIL**—The market, owing to a rather flat consuming demand and some increase in offerings from first hands, developed a weaker trend the past week. Tanks at New York were off 1/4 c and were quoted at 3 1/4 c. At the Pacific Coast, tanks were quoted at 3 1/4 c.

**CORN OIL**—Scanty offerings and a good demand carried corn oil to 4 1/4 c sales Chicago, a new high for the recovery. The market was quoted firm at that level.

**SOYA BEAN OIL**—Market ruled quiet but steady. Tanks at New York were quoted at 3 1/4 @ 3 1/2 c; tanks f.o.b. southern mills, 3.20 @ 3 1/2 c.

**PALM OIL**—Demand in this quarter has been of a routine character, but has been fair. A firmer trend developed, aided somewhat by the persistent strength in tallow. At New York, spot Nigre casks were quoted at 3 1/4 @ 3 1/2 c; shipment, 2.85c; spot Lagos casks, 4c;

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 8, 1932.—Today's government cotton crop report should tend to stabilize prices of cottonseed oil and other cottonseed products which have been following the stock and cotton markets. Crude is steady at 4c lb. in all directions. Prime bleachable is steady at 5c lb. loose New Orleans, with big consumption expected during the next 60 to 90 days. Raw soap stock is steady at 7/8c lb. loose New Orleans. Offerings are light.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Sept. 8, 1932.—Crude cottonseed oil, 4 1/4 c lb.; forty-one per cent protein cottonseed meal, \$18.00; loose cottonseed hulls, \$2.00.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Sept. 8, 1932.—Prime cottonseed oil, 3 1/4 c; forty-three per cent meal, \$14.50; hulls, \$4.00.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company** Chicago, Illinois

HAMMOND'S  
**Mistletoe**  
MARGARINE

shipment, 3½c; 12½ per cent acid bulk, 3.15@3.20c; 20 per cent softs, 3.10c.

**PALM KERNEL OIL**—Market lacked particular features, with demand moderate. Offerings were held steadily, with bulk oil New York quoted unchanged at 3½c.

**OLIVE OIL FOOTS**—Demand has been moderate to fair of late, and the market continues to display a firm tone. At New York, spot foots were quoted at 5@5½c; shipment, 4½@5c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Demand has been moderate of late. Pressure of supplies has been light, and the market has been firm at 4½c, tanks f.o.b. southern mills.

#### MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Sept. 7, 1932.

Cottonseed meal market was reactionary today. Prices receded 25@50c per ton. The market had a strong undertone, and meal was well taken at the decline. As in the cotton market, there has been a lull in business in both the spots and futures awaiting the publication of the Government report. The major markets were unchanged to higher. Stocks were particularly good. Temporary lack of demand for actual meal is causing some pessimism, resulting in an inclination to sell the market, but recessions in price are meeting good buying power. Improvement in weather conditions is also having a depressing effect. Today's market was only reasonably active, October selling at \$19.25; December, \$20.25; January, \$20.75. The carrying charge of 50c per month is well maintained. The market closed firm at the decline.

Cotton seed market was unchanged to 50c lower, the decline being in the nearby positions. Eighteen dollars is still bid for December. Trading was inactive, both buyers and sellers being satisfied to await Government report. Weather has turned favorable for movement of seed, which should become heavy within the next ten days should the weather conditions hold. In the territory adjacent to Memphis \$14.00 to \$15.00 appears to be bid price on actual seed. Price on the futures board is just about on an equitable basis, with possibly too much premium on the deferred months. Market closed quiet.

#### HULL OIL MARKETS.

Hull, England, Sept. 7, 1932. — (By Cable.)—Refined cottonseed oil, 25s; Egyptian crude cottonseed oil, 23s.

**Gereke Allen Carton Co.**

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Our Display Containers and Cartons are made to suit your individual requirements. And G-A Designs have an exceptional and outstanding sales appeal and attraction.

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## THE NATIONAL PROVISIONER

# Week's Closing Markets

## FRIDAY'S CLOSINGS

### Provisions.

Hog products were active and steady the latter part of the week. Cash interests were buying lard futures, presumably against cash sales. Hogs rallied to a top \$4.80. Irregular outside markets induced some selling and liquidation, but pressure was limited.

### Cottonseed Oil.

Cotton oil sold off ¼c lb. on government cotton estimate of 11,310,000 bales, which was above expectations, although decidedly smaller than a year ago. Crude eased to 4c sales and bid for Southeast and Valley. Cash trade is fair; weather south favorable.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Sept., \$4.90@5.10; Oct., \$4.95@5.10; Nov., \$4.95@5.10; Dec., \$5.00@5.10; Jan., \$5.04@5.06; Feb., \$5.05@5.25; Mar., \$5.20@5.22; Apr., \$5.30@5.40.

Prime summer yellow unquoted.

### Tallow.

Tallow, extra, 3¾c.

### Stearine.

Stearine, 6¾c sales.

### Friday's Lard Markets.

New York, Sept. 9, 1932.—Lard, prime western, \$5.65@5.75; middle western, \$5.50@5.60; city, 5¾c; refined continent, 6c; South American, 6¼c; Brazil kegs, 7¼c; compound, 7¾c.

## Watch the Markets!

It's just as important to know the market when prices are low as when they are high.

It is vital to know the market when prices are fluctuating up or down.

The time seems near when market fluctuations upward can be looked for. In such times it is easy to buy or sell a car of product anywhere from ½c to 1c under the market.

A car sold at ½c under the market costs the seller \$37.50; at ¼c under he loses \$75.00; at ¾c under he loses \$150.00; at 1c under he loses \$300.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

**THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE** gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at ½c variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Sept. 8, 1932.—Hams and pure lard in fair demand but picnics very slow. General market steady but dull.

Friday's prices were as follows: Hams, American cut, 71s; hams, long cut, 78s; shoulders, square, none; picnics, 50s; short backs, none; bellies, clear, 56s; Canadian, 50s; Cumblanders, none; spot lard, 49s.

## BRITISH PROVISION IMPORTS.

Liverpool provision imports during August, 1932, reported by Liverpool Provision Trade Association:

	Aug., 1932	Bacon (including shoulders), cwts.....	Hams, cwts.....	Lard, tons.....
		.....0.286	.....32,106	.....967

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwts.....	Hams, cwts.....	Lard, tons.....
Aug., 1932	2,407	8,539	423
July, 1932	5,301	8,900	154
Aug., 1931	3,289	8,218	363

## LIVERPOOL PROVISION STOCKS.

On hand on September 1, 1932, with comparisons, estimated by Liverpool Trade Association:

	Sept. 1, 1932.	Aug. 1, 1932.	Sept. 1, 1931.
Bacon, lbs.....	1,281,392	1,420,720	3,060,224
Hams, lbs.....	759,248	1,385,330	245,803
Shoulders, lbs.....	50,464	44,088	100,128
Lard, steam, tons.....	1,513	1,674	1,187
Lard, refined, tons.....	1,523	2,430	2,078

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Sept. 8, 1932, show exports from that country were as follows: To the United Kingdom, 72,407 quarters; to the Continent, 3,159 quarters. Exports the previous week were: To England, 125,992 quarters; to Continent, 7,856 quarters.

## N. Y. HIDE EXCHANGE FUTURES.

Monday, September 5, 1932—Holiday (Labor Day).

Tuesday, September 6, 1932—Old Contracts—Close: Sept. 6.25@7.50; Dec. 7.80 sale; Mar. 8.50n. Sales 7 lots.

New—Close: Sept. 6.25b; Dec. 7.65@7.75; Mar. 8.80@8.85; June 9.45b. Sales 48 lots.

Wednesday, September 7, 1932—Old Contracts—Close: Sept. 6.65@7.00; Dec. 8.00 sale; Mar. 8.70n. Sales 29 lots.

New—Close: Sept. 6.50b; Dec. 7.90n; Mar. 9.00 sale; June 9.60 sale. Sales 48 lots.

Thursday, September 8, 1932—Old Contracts—Close: Sept. 6.75@7.25; Dec. 7.80 sale; Mar. 8.50n. Sales 34 lots.

New—Close: Sept. 6.75b; Dec. 7.75n; Mar. 8.80 sale; June 9.40@9.50. Sales 61 lots.

Friday, September 9, 1932—Old Contracts—Close: Sept. 6.75@7.50; Dec. 7.77@7.85; Mar. 8.50n. Sales 7 lots.

New Contracts—Close: Sept. 6.75b; Dec. 7.75@7.75; Mar. 8.77 sale; June 9.40@9.50. Sales 52 lots.

September 10, 1932.

## THE NATIONAL PROVISIONER

39

# Hide and Skin Markets

Chicago.

**PACKER HIDES**—Despite the shortening of the week due to the holiday, there was a good week's business done in the packer hide market. The market continues strong and all trading was at a half cent over last week's prices. Native steers, which did not move last week, sold early this week on a parity with the advance paid last week on other descriptions, and the final sale this week was on native steers at another half-cent advance, maintaining the differential over branded steers.

Total sales for the week are estimated around 70,000 hides, with probably a few more moved quietly. The take-off was mixed August-September, and there appears to be a good demand for more of these prime summer hides, but killers appear to be in a comfortable position and not offering hides at present. While the market has moved upward very fast in the past two months, and some descriptions are beginning to show an advance over same date last year, the market appears to be well established and firm.

One packer sold 3,500 August-September native steers at the opening of the week at 8c to tanners, and late this week another packer sold 3,500 at 8½c. About 3,000 extreme native steers brought 8c.

Around 6,000 butt branded steers sold at 8c, and 2,000 Colorados at 7½c. Sales of 5,500 heavy Texas steers reported at 8c, 4,300 light Texas steers at 7½c, and a few extreme light Texas steers at 7½c.

Heavy native cows inactive but quoted nominally 7½c. About 15,000 light native cows were confirmed at 8c, and 19,000 branded cows moved at 7½c.

Native bulls last sold at 5½c but quoted 5½@5¾c, nom., with branded bulls 4½@5c, nom.

**SMALL PACKER HIDES**—Most local small packers sold up to end of August and market firm. One small lot of August all-weights being offered at 7½c for natives and 7c for branded. Small packer regular slunks recently sold at 40c.

Local small packer association sold a car August extreme native steers at 8c, two cars September light native cows at 8c, and two cars September branded cows at 7½c.

**FOREIGN WET SALTED HIDES**—Market active and higher, with bulk of business coming to this country, and leaving stocks fairly well cleaned up. Last trading last week was LaBlanca steers at \$22.50 gold, equal to 6½c, c.i.f. New York. Early trading included 8,000 LaPlatas, 4,000 Wilson steers, and 4,000 Sansineras to this country at \$23.00, or 7c; also 4,000 Smithfield steers to United Kingdom, equal to 7½c. Later, 4,000 Anglos sold to this country at \$23.50, or 7½c, and 4,000 Nacionales to Germany at \$31.00 Uruguay gold, or 7¾c. Last sales were 4,000 Anglos to this country at \$24.50, or 7¾c, and 4,000 Nacionales also to this country at \$32.00, or 7¾c.

**COUNTRY HIDES**—The country market is strong, although trading has

not been very active, buyers being slow to follow any advances on the quality of hides available. All-weights sold at 4½c late last week and up to 5c now asked. Heavy steers and cows quoted 4½c, nom. Buff weights quotable 5@5½c, and extremes are firmly held at 6½c. Bulls around 3@3½c. nom. All-weight branded quoted 3½@4c, nom.

**CALFSKINS**—Trading awaited to establish this market. Last sale at 8½c for July northern calf is no longer representative of market. One packer offering a small car August calf at 10c, with other packers not quoting at the moment.

Chicago city calfskins slow but apparently firm; asking 8c for 8/10-lb., and up to 10c asked for 10/15-lb.; bids of 6½c and 8c were declined late last week. Outside cities, 8/15-lb., quoted 7@7½c, nom.; mixed cities and countries, 6@6½c, nom., and straight countries 5½@6c. Car Chicago city light calf and deacons sold at 52½c late last week.

**KIPSKINS**—Trading also awaited here to establish this market, with packer native kips quoted around 9c, nom. at the moment.

Chicago city kipskins around 8c, nom., with last sale at 7½c. Outside cities around 7@7½c, nom.; mixed cities and countries 6@6½c, nom., and straight countries 5½@6c.

Packer regular slunks are offered at 55c.

**HORSEHIDES**—Horsehides are stronger, with sales of Chicago city renderers reported at \$2.25, and mixed city and country lots quoted \$1.75@1.90. Higher prices paid in the East, and choice renderers quoted \$2.25@2.50 there.

**SHEEPSKINS**—Dry pelts stronger and quoted 6½@7c for full wools. Shearlings sharply higher; one packer sold a car at 40c for No. 1's and 25c for No. 2's; not many No. 1's coming in at present. Pickled skins also higher and in better demand; one packer reports last sales at \$2.25@2.50 for ribby and blind ribby lambs together, and declined \$1.75 for ribby lambs; sales at \$2.50 flat, just as they run, reported in other directions. New York market higher and sales reported at \$2.50 flat for straight run. Outside small packer August lambs quoted 40@45c.

## New York.

**PACKER HIDES**—Market moderately active and higher, on a parity with the western market. Sales of 1,500 August butt branded steers reported mid-week at 8c, and 2,400 August Colorados at 7½c. Two packers still holding August native steers and asking 8½c, with other descriptions about cleaned up.

**COUNTRY HIDES**—Country market stronger, in sympathy with packer market, and offerings rather light. Buff weights quoted 5@5½c, and extremes around 6½c.

**CALFSKINS**—Calfskin market stronger and moderately active. Collectors' 5-7's sold at 70c, and 4,000 extra choice packers' at 80c; collectors' 7-9's sold at 90c; 9-12's quoted \$1.15

last paid for collectors' and \$1.25 paid for packers' skins.

## HIDE EXPORTS ABOVE IMPORTS.

An unusual development took place in the hide situation during July when exports of cattle hides exceeded those imported by 56,000 pieces, according to the New York Hide Exchange. This situation was particularly significant inasmuch as the United States is commonly known as an importer of hides rather than an exporter. The turn is partly attributed to the abnormally low hide prices that prevailed in the domestic hide market around that time. This encouraged foreign buying.

Net imports of cattle hides during the first seven months of this year reflected a decline of 20 per cent from the same period in 1931.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended September 3, 1932, were 4,542,000 lbs.; previous week, 3,323,000 lbs.; same week last year, 3,505,000 lbs.; from January 1 to September 3 this year, 125,743,000 lbs.; same period a year ago, 145,106,000 lbs.

Shipments of hides from Chicago for the week ended September 3, 1932, were 5,147,000 lbs.; previous week, 3,815,000 lbs.; same week last year, 3,426,000 lbs.; from January 1 to September 3 this year, 160,528,000 lbs.; same period a year ago, 130,325,000 lbs.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Sept. 9, 1932, with comparisons, are reported as follows:

PACKER HIDES.			
Week ended Sept. 9.	Prev. week.	Cor. week. 1931.	
Spr. nat. str... 9 @ 9½n	8 @ 8½n	9½@10n	
Hvy. nat. str... 8½	8½n	8½	8½
Hvy. Tex. str... 8	7½n	8	8½
Hvy. butt brnd'd str... 8	7½	8	8½
Hvy. Col. str... 7½	7	7	7
Ex-light Tex. str... 7½	7	7	7
Brd'd. cows... 7½	7	7	7
Hvy. nat. cows... 7½n	7	7	7½
Lt. nat. cows... 8	7½	5	5½
Nat. bulls... 5½@5½n	4½@4½	4@4½	4@4½
Brd'd. bulls... 4½@5n	4½@4½	4@4½	4@4½
Calfskins... 10ax	8½	11	12½
Kips, nat... 9n	7½n	9n	10n
Kips, ov-wt. 8	8½n	7n	8n
Bulls, brnd'd. 7	6½n	6½	7n
Slunks, reg... 35ax	40n	40n	47n
Slunks, hrs. 25	30n	25	30n
Light native, butt brnd'd and Colorado steers 1c per lb. less than heavies.			

Light native, butt brnd'd and Colorado steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

Nat. all-wts. @ 7½n	7	7½n
Branded... @ 7n	6½	7n
Nat. bulls... 5@5½n	5	5
Brd'd. bulls... 4½@4½n	4½	4
Calfskins... 8½@9ax	7ax	10n
Kips... 8	7ax	9
Slunks, reg. 40@42½	40ax	65@70n
Slunks, hrs. 25@25	25ax	20@25n

## COUNTRY HIDES.

Hvy. steers... 4½n	4½n	5	5½n
Hvy. cows... 4½n	4½n	5	5½n
Buffs... 5@5½n	5	5½	6n
Extremes... 6½	6	7	7½n
Bulls... 3@3½n	3½ax	4ax	4ax
Calfskins... 5½@6n	5½ax	7n	7n
Kips... 5½@6n	4½@5½n	5	7n
Light calf... 25n	25n	25	35
Deacons... 25n	25n	25	35
Slunks, reg... 10m	10m	25	35
Slunks, hrs. 5n	5n	5	10n
Horsehides 1.75@2.25	2.00@2.10	1.50@2.00	

## SHEEPSKINS.

Pkr. lambs...	.....	.....	.....
Sm. pkr. lambs... 40	45	40	50@55
Pkr. shearlings... 7@40	25	30	30@35
Dry pelts... 6½@7	5	10	11@11

September 10, 1932.

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Sept. 8, 1932.

**CATTLE**—Compared with a week ago: Weighty steers, steady to 25c higher; top, \$10.15, new high for season. Long yearlings and light steers are about steady after losing post-Labor Day holiday advance of 50c. A very uneven and draggy market on light steers and long yearlings at close, comparable heavies meanwhile selling slow in response to abridged shipper outlet. Light heifer and mixed yearlings, 25@50c higher; cows, steady to 25c higher, cutters showing most upturn; bulls, 10@15c higher; vealers, 50@75c up; best long yearling steers, \$9.75; heifer yearlings, \$8.15; weighty heifers, \$8.50. About 3,000 western grassers in run, mainly cows and heifers. Best Montana grass steers, \$7.75 on killer account; bulk fed steers, \$7.25@9.25; grassers, \$4.50@6.50; beef cows, \$3.25@4.25; best \$5.00; cutters, \$2.00@3.00. Weighty sausage bulls closed at \$3.40; choice vealers, \$7.50@8.00.

**HOGS**—Compared with one week ago: Market mostly weak to 10c lower; weights above 250 lbs. and packing sows, strong to 10c higher. Early decline was traceable to increased post-holiday supplies, with late recovery hinging on improved local demand. Week's top, \$4.75, paid today; week's low top, \$4.60, paid Tuesday. Late bulk 180 to 220 lbs., \$4.60@4.70; 230 to 260 lbs., \$4.45@4.65; 270 to 310 lbs., \$4.20@4.45; 325 to 375 lbs., \$3.85@4.05; 140 to 170 lbs., \$4.00@4.55; pigs, \$3.25@4.00; packing sows, \$3.35@3.75; smooth light weights, \$3.85@4.10.

**SHEEP**—Compared with week ago: Killing classes steady to 25c lower, decline largely on choice native lambs, latter still relatively high, however, expanded receipts in the aggregate the principal weakening factor on killer lambs. Today's bulks follow: Good to choice range lambs scaling 80 to 97 lbs., \$5.50@5.95; better grade natives, \$5.50@6.25, few \$6.50. Latter price was week's practical top; native throwouts, \$3.50@4.25; slaughter ewes, \$1.50@2.00, few \$2.25.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Sept. 8, 1932.

**CATTLE**—Good to choice weighty fed steers were relatively scarce and are selling at strong to 25c higher rates, while other beef steers and yearlings are around steady with a week ago. Nothing strictly choice was offered. Week's top, \$9.00, on choice fed steers and yearlings scaling 964 to 1,351 lbs. Bulk of the fed offerings sold from \$6.50

@8.75, while fed grassers ranged up to \$8.25. Most of the straight grassers cleared from \$3.75@5.75. Light yearlings and fed heifers steady. Slaughter cows ruled strong to 25c higher. Bulls and vealers are unchanged, with choice vealers up to \$6.00.

**HOGS**—Trade in hogs was somewhat uneven, but closing levels are generally steady with last Thursday. Both shippers and packers were aggressive buyers at the close. The late top reached \$4.30 on choice 180- to 220-lb. weights, while the bulk of the 170- to 260-lb. averages sold from \$4.20@4.30. Better grades of 270- to 350-lb. butchers ranged from \$4.00@4.20. Underweights met a rather slow deal and are barely steady, with \$3.85@4.20 taking 140- to 160-lb. weights. Packing sows held steady at \$3.00@3.65.

**SHEEP**—Fat lambs ruled uneven with rangers around 25c higher for the week; natives, mostly steady; choice Utah lambs, \$6.00 at the close; best natives, \$5.75; bulk of the more desirable natives and range offerings, \$5.50@5.85. Aged sheep closed fully steady, with best fat ewes at \$2.00, bulk selling from \$1.50@1.75.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Sept. 8, 1932.

**CATTLE**—The cattle market started out stronger but there was a late downward reaction which finished prices at weak to 25c lower levels. Cows finished 15@25c higher; bulls strong; other classes unchanged. Barely a dozen loads of steers and yearlings had sufficient quality to bring \$8.50@9.00, the latter price being top. Most fed steers and yearlings brought \$7.00@8.25; mixed and heifer yearlings, largely \$6.00@7.50; a few to \$8.00. A spread of \$6.15@7.75 took fed western steers, while straight grassers cleared mainly from \$4.50@5.75. Beef cows sold largely at \$2.50@3.50; top lots, \$4.50; cutter grades, \$1.25@2.25; bulls, \$2.25@2.65; top vealers, \$5.50; most killing calves, \$3.50@5.50.

**HOGS**—Although the week's average on hogs is a little stronger, there is little net change, top at \$4.30 today being the same as this day last week. Bulk of hogs today, 170 to 250 lbs., brought \$4.20@4.25; 260 to 300 lbs., \$4.00@4.15; light lights, \$3.75@4.15; common to medium quality hogs, \$3.25@4.00; sows, mostly \$3.25@3.60.

**SHEEP**—Local sheep receipts increased materially, heavy truck marketing of natives swelling the four-day total to approximately 30,000, against 18,000 last week. Prices had a set-back today which erased most early gains, but average prices are fully 25c higher

for the period than last week and 50c higher than two weeks earlier. Top range and native lambs brought \$5.85@6.25 at mid-week. Natives were set back to \$5.60 today. Choice westerns are quoted at \$5.85.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Sept. 8, 1932.

**CATTLE**—Compared with one week ago: Native steers sold mostly steady; western grassers weak to 25c lower; mixed yearlings and heifers, steady to 25c lower; cows, mostly steady; bulls, strong to 15c higher; vealers, steady. Choice 1,190-lb. steers topped at \$9.75, with best yearling steers \$9.00. Bulk of natives brought \$7.00@9.00. Top Oklahoma grass steers made \$5.60, with bulk of western grassers \$4.00@5.25; top mixed yearlings, \$8.00; best heifers, \$7.75; bulk of good and choice kinds, \$6.50@7.25; medium fleshed descriptions, \$5.00@6.00. Cows sold largely from \$2.75@3.50, top \$4.50; low cutters, \$1.25@1.50. Vealers closed at a top of \$6.75, with sausage bulls selling late from \$3.15 downward.

**HOGS**—After advancing during the first half of the week, pork values reacted on Thursday to finish 5@10c lower for the week. The top reached \$4.50, with bulk of sales \$4.35@4.45; sows, mainly \$3.15@3.75.

**SHEEP**—Fat lambs ruled steady to 25c lower for the week, better kinds topping to small killers at \$6.25. Bulk of lambs earned \$5.50@6.00. Common throwouts cashed at \$3.00@3.50, and fat ewes around \$1.50.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Sept. 8, 1932.

**CATTLE**—Strictly good and choice grades of fed steers and yearlings were in broad demand early in the week, and prices worked sharply higher. Later most of the upturn was lost, with current prices steady to 25c higher than week ago. Medium to good grades closed the week 25c lower, with instances off more on light yearlings. Heifers also lost around 25c, while cows are fully steady to 25c higher. Bulls and vealers are little changed. Choice yearlings, around 1,000 lbs., earned \$9.50; medium weights, 1,228 lbs., \$10.00.

**HOGS**—Liberal receipts caused a mild decline in hog prices, Thursday to Thursday comparisons showing values steady to 10c lower. Closing top rested at \$4.35 on choice 215- to 235-lb. weights, with the following bulks: 170 to 250 lbs., \$4.10@4.25; 250 to 350 lbs., \$3.70@4.15; 140 to 170 lbs., \$3.60@4.10; sows, \$3.10@3.70; stags, \$2.75@3.25.

**SHEEP**—Little change developed in the market for slaughter sheep and lambs during the period. Good to choice

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range lambs are quoted \$5.25@5.75; bulk sorted native lambs, \$5.50; fed clipped lambs, up to \$5.50; range yearlings, \$3.75@4.25; range wethers, up to \$3.25; light ewes up to \$2.00.

### SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Sept. 8, 1932.

**CATTLE**—Best steers and yearlings strengthened this week, but others closed under pressure. Heifers also ruled 25¢ lower, while other slaughter stock held close to steady. Best medium weight beefeves scored \$9.65, several sales appeared at \$9.25@9.50, and grain feds bulked at \$7.25@8.75. Choice heifers turned at \$7.00@7.50, and cows bulked at \$2.25@3.50. Low cutters and cutters cashed mainly at \$1.35@2.00. Bulls and vealers remained firm. Medium bulls went at \$2.85 down, and select vealers made \$6.50.

**HOGS**—An improved shipping demand resulted in an upward reaction to hog prices, and the decline enforced at the close of last week was regained. Compared with a week ago, most classes firm. Thursday's top, \$4.25; bulk of 170 to 250-lb. weights, \$4.00@4.15; 250- to 340-lb. butchers, \$3.85@4.15; 140 to 170 lbs., \$3.75@4.00; packing sows, \$3.25@3.70; extreme heavies, down to \$3.10.

**SHEEP**—All classes gained mostly 25¢ over a week ago. Bulk slaughter native lambs, \$5.50 to mostly \$5.75; good to choice range offerings, \$5.25@5.50; strictly choice absent. Handyweight fat ewes, \$1.50@2.00; load lots yearlings, \$4.00@4.25; aged wethers, \$3.25.

### ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Sept. 7, 1932.

**CATTLE**—An uneven trend marked trade in the cattle division, better grade fed offerings ruling strong to 25¢ up. In-between kinds and all grassy stock showed a 15@25¢ loss. Choice heavy steers reached \$9.60, and long yearlings \$9.50, both new peaks for the year. Bulk of the fed offerings centered at \$7.00@8.50; grassy stock, largely \$4.00 @5.50; better westerns, \$6.00@6.75. Grass cows bulked at \$2.50@3.50; westerns, to \$4.25; heifers, \$3.25@4.50; westerns to \$5.75; fed yearlings, to \$3.50. Cutters centered at \$1.50@2.25; bulls, from \$3.00 down; vealers, largely steady or from \$6.00@7.50 on good and choice grades.

**HOGS**—An unevenly steady to 10@15¢ to 25¢ higher market ruled in the hog house, packing sows showing the maximum upturn. Better 160- to 240-lb. weights sold at \$4.00@4.20; 240- to 350-lb. butchers, \$3.50@4.00; under weights and pigs, \$3.75@4.00; packing sows, \$3.00@3.50, a few to \$3.65.

**SHEEP**—Better slaughter lambs are largely 25¢ higher, these centering at \$5.50@5.75, a few to \$6.00; buck lambs, \$4.50@4.75; throwouts, down to \$3.00. Ewes cleared at \$1.00@1.50, some to \$1.75.

### WHEN YOU WANT A GOOD MAN.

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### CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Sept. 8, 1932.

Unusually heavy loadings last week were responsible for a sharp break in hog prices at 21 concentration yards and 7 packing plants in Iowa and Minnesota. Following the holiday, however, loadings were moderate and prices gradually recovered. Current quotations are steady to 10¢ lower for the week. Late bulk of good to choice 180- to 220-lb. weights, \$4.00@4.25; 230- to 260-lb. averages, \$3.85@4.10; 270- to 300-lb. weights, \$3.60@3.85; long haul light sows, up to \$3.50; bulk, \$2.85@3.35; short haul big weights, down to \$2.50.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants for week ended Sept. 8:

	This week.	Last week.
Friday, Sept. 2.	9,300	15,700
Saturday, Sept. 3.	18,000	20,700
Monday, Sept. 5.	30,800	9,200
Tuesday, Sept. 6.	9,200	8,000
Wednesday, Sept. 7.	9,200	8,000
Thursday, Sept. 8.	15,400	6,300

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage nor fills.

### CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended Sept. 3, 1932, with comparisons:

#### BUTCHER STEERS. Up to 1,050 lbs.

	Week ended Sept. 3.	Prev. week.	Same week, 1931.
Toronto	\$ 6.00	\$ 6.50	\$ 7.00
Montreal	6.25	6.25	7.00
Winnipeg	5.25	5.50	6.25
Calgary	4.00	4.00	5.50
Edmonton	4.25	4.00	5.25
Prince Albert	3.50	3.50	4.00
Moose Jaw	5.00	4.25	5.00
Saskatoon	....	....	5.25

#### VEAL CALVES.

	Week ended Sept. 3.	Prev. week.	Same week, 1931.
Toronto	\$ 7.50	\$ 7.00	\$10.50
Montreal	6.00	6.00	8.00
Winnipeg	5.50	5.00	7.50
Calgary	4.50	4.50	5.00
Edmonton	4.00	4.00	6.00
Prince Albert	3.00	....	....
Moose Jaw	4.50	4.25	5.00
Saskatoon	5.00	4.00	5.00

#### SELECT BACON HOGS.

	Week ended Sept. 3.	Prev. week.	Cor. week, 1931.
Toronto	\$ 5.75	\$ 5.75	\$ 7.25
Montreal	5.50	5.25	7.25
Winnipeg	5.25	5.25	6.25
Calgary	4.50	4.50	6.25
Edmonton	4.00	4.00	5.00
Prince Albert	4.95	4.90	5.75
Moose Jaw	4.85	4.85	5.95
Saskatoon	4.95	4.95	5.95

#### GOOD LAMBS.

	Week ended Sept. 3.	Prev. week.	Cor. week, 1931.
Toronto	\$ 6.00	\$ 6.10	\$ 7.75
Montreal	5.25	5.25	6.50
Winnipeg	5.00	5.25	6.00
Calgary	4.25	4.25	5.00
Edmonton	3.75	3.50	5.50
Prince Albert	....	3.00	4.00
Moose Jaw	4.25	4.25	6.00
Saskatoon	3.75	4.25	5.25

### AUGUST HOGS AT 11 MARKETS.

Hog receipts at the eleven principal markets in August totaled 1,556,000 compared with 1,391,000 in July and 1,571,000 head in August, 1931. The August receipts were the smallest for the month since 1919. For the eight months of the year just ended receipts of hogs totaled 13,573,214 head at seven leading markets. This is the smallest total for this period in over ten years.

At Chicago receipts at 511,142 head show an increase of 68,901 head over the arrivals last August and were attributed in part to the fact that some hogs were diverted to this market because of unsettled conditions surrounding other Corn Belt points. The average price of mixed hogs for the month was \$4.20, of heavy hogs \$3.90, of light weights \$4.70 and the average of all grades was \$4.25. This latter average compares with \$4.65 in July, \$4.25 in December, \$6.05 last August and \$9.60 in August, 1930.

The average weight of hogs at Chicago at 263 lbs. compares with 258 lbs. in July, 255 lbs. last August and 246 lbs. in August, 1930.

### RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Sept. 3, 1932:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Sept. 3.	229,000	411,000	412,000
Previous week	218,000	407,000	445,000
1931	220,000	440,000	519,000
1930	258,000	397,000	462,000
1929	248,000	562,000	412,000
1928	268,000	404,000	366,000

#### Hogs at 11 markets:

	Week ended Sept. 3.	....
Week ended Sept. 3.	....	380,000
Previous week	....	327,000
1931	....	382,000
1930	....	443,000
1929	....	490,000
1928	....	353,000

	Cattle.	Hogs.	Sheep.
At 7 markets:			
Week ended Sept. 3.	178,000	265,000	255,000
Previous week	167,000	274,000	260,000
1931	179,000	332,000	383,000
1930	196,000	289,000	350,000
1929	194,000	400,000	317,000
1928	201,000	305,000	294,000

### U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Sept. 3, 1932, as reported to THE NATIONAL PROVISIONER:

	Week ended Sept. 3.	Prev. week.	Cor. week, 1931.
Chicago	96,463	85,531	88,968
Kansas City, Kan.	39,526	48,582	38,613
Omaha	30,714	30,722	40,428
St. Louis & East St. Louis	46,848	42,942	42,704
Sioux City	4,601	4,679	20,288
St. Paul	25,976	18,200	20,456
St. Joseph	16,131	36,963	15,677
New York & J. C.	59,876	35,963	26,308
Total	294,135	283,874	300,652

Watch the Wanted page for bargains.

### MODERN SERVICE

From the Nation's Oldest and Largest

Livestock Buying Organization

Chicago, Ill. Cincinnati, Ohio Dayton, Ohio Detroit, Mich.

Indianapolis, Ind.

Nashville, Tenn.

Lafayette, Ind.

Omaha, Neb.

Louisville, Ky.

Sioux City, Iowa



**KENNE MURRAY**  
LIVE STOCK BUYING ORGANIZATION

September 10, 1932.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, September 3, 1932, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	6,221	9,506	13,322
Swift & Co.	5,854	4,355	15,161
Wilson & Co.	4,332	5,337	5,900
Morris & Co.	1,981	....	10,323
Anglo-Amer. Prov. Co.	1,586	....	....
G. H. Hammond Co.	2,819	2,375	....
Libby, McNeil & Libby	562	....	....
Shippers	12,701	10,114	21,865
Others	11,808	25,163	25,272

Brennan Pkg. Co., 4,333 hogs; Independent Pkg. Co., 1,733 hogs; Boyd, Lunham & Co., 1,901 hogs; Hygrade Food Products Corp., 3,590 hogs; Agar Pkg. Co., 4,490 hogs.

Total: 47,804 cattle, 7,223 calves, 75,596 hogs, 91,933 sheep.

Not including 1,121 cattle, 1,429 calves, 34,831 hogs and 21,041 sheep bought direct.

## KANSAS CITY.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	3,482	4,018	3,329
Cudahy Pkg. Co.	4,458	3,070	4,224
Dold Pkg. Co.	1,900	1,694	....
Morris & Co.	2,127	2,352	1,694
Swift & Co.	3,340	5,884	4,110
Wilson & Co.	2,655	3,354	3,244
Independent Pkg. Co.	....	314	....
Jas. Baum	585	....	27
Others	11,415	5,268	68
Total	28,262	24,260	16,905

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,007	9,732	7,071
Cudahy Pkg. Co.	3,889	7,887	7,771
Dold Pkg. Co.	728	4,707	....
Morris & Co.	1,961	2,046	2,019
Swift & Co.	4,739	4,652	8,186
Others	13,153	....	....

Bagle Pkg. Co., 7 cattle; Geo. Hoffman Pkg. Co., 175 cattle; Grt. Omaha Pkg. Co., 24 cattle; Omaha Pkg. Co., 82 cattle; J. Roth & Sons, 28 cattle; So. Omaha Pkg. Co., 51 cattle; Lincoln Pkg. Co., 207 cattle; Sinclair Pkg. Co., 700 cattle; Wilson & Co., 384 cattle.

Total: 17,582 cattle and calves; 42,177 hogs; 25,647 sheep.

## EAST ST. LOUIS.

	Cattle. Calves. Hogs. Sheep.
Armour and Co.	2,061 1,216 4,139 3,720
Swift & Co.	2,902 2,622 4,192 3,514
Morris & Co.	1,734 633
Hunter Pkg. Co.	.... 2,900 1,176
American Pkg. Co.	226
Hell Pkg. Co.	.... 2,062
Krey Pkg. Co.	.... 2,636
Sieffel Pkg. Co.	981
Circle Pkg. Co.	.... 300
Independent Pkg. Co.	1,335
Shippers	8,016 3,556 20,720 3,788
Others	1,585 332 6,632 900

Total: 18,030 8,339 47,400 13,330  
Not including 2,483 cattle, 2,562 calves, 25,931 hogs and 2,462 sheep bought direct.

## ST. JOSEPH.

	Cattle. Calves. Hogs. Sheep.
Swift & Co.	2,222 523 8,982 14,941
Armour and Co.	2,278 639 7,864 6,159
Others	1,023 68 1,607 877
Total	5,523 1,123 18,453 21,977

## SIOUX CITY.

	Cattle. Calves. Hogs. Sheep.
Cudahy Pkg. Co.	1,327 55 2,071 1,171
Armour and Co.	1,486 51 2,274 1,150
Swift & Co.	1,296 57 845 1,063
Shippers	782 18 307 1,063
Others	168 18 52 1,063
Total	5,062 181 5,058 3,384

OKLAHOMA CITY.

	Cattle. Calves. Hogs. Sheep.
Armour and Co.	1,703 623 3,903 348
Wilson & Co.	1,329 727 4,047 458
Others	181 48 462 1,063
Total	3,283 1,393 8,502 786

Not including 26 cattle bought direct.

## WICHITA.

	Cattle. Calves. Hogs. Sheep.
Cudahy Pkg. Co.	1,404 464 5,401 1,563
Dold Pkg. Co.	587 45 3,579
Wichita D. B. Co.	25
Dunn-Ostertag	86
Keeffe-Le Stourgeon	36
Fred W. Dold	110
Total	2,288 506 9,449 1,563

Not including 130 cattle and 2,051 hogs bought direct.

## DENVER.

	Cattle. Calves.	Hogs.	Sheep.
Swift & Co.	509	80	14,807
Armour and Co.	328	131	13,982
Others	1,264	247	2,676
Total	2,101	458	5,786 47,126

## ST. PAUL.

	Cattle. Calves.	Hogs.	Sheep.
Armour and Co.	3,277	3,033	5,366 4,824
Cudahy Pkg. Co.	331	1,159	....
Swift & Co.	4,422	4,558	8,685 7,226
United Pkg. Co.	1,487	126	....
Others	804	7	11,194 1,533
Total	10,341	8,883	25,195 13,583

## MILWAUKEE.

	Cattle. Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,910	9,938	8,247 1,300
Swift & Co., Chicago	....	....	1,828
U. D. B. Co., N. Y.	37	....	....
E. G. Gums & Co.	73	14	91 17
Armour & Co., Mil.	110	1,913	....
N.Y.B.D.M. Co., N.Y.	57	20	133 190
Shippers	331	411	94 372
Others	....	....	....
Total	3,407	6,296	8,485 3,767

## INDIANAPOLIS.

	Cattle. Calves.	Hogs.	Sheep.
Kingan & Co.	1,333	545	7,823 1,529
Armour and Co.	806	135	1,797 34
Hilgemeter Bros.	5	....	803
Brown Bros.	46	30	226
Stumpf Bros.	....	....	103
Schussler Pkg. Co.	5	161	....
Riverview Pkg. Co.	118	....	57
Illinoian Prov. Co.	53	11	296
Mars-Hartman Co.	40	6	....
Art Wabnits	30	36	....
Hoosier Abt. Co.	16	....	....
Shippers	1,622	1,445	17,543 6,973
Others	773	127	123 1,548
Total	4,956	2,339	29,126 10,184

## CINCINNATI.

	Cattle. Calves.	Hogs.	Sheep.
S. W. Gall's Sons	....	....	320
Ideal Pkg. Co.	12	573	....
E. Kahn's Sons Co.	1,597	24	6,111 4,447
Kroger G. & B. Co.	207	160	2,165 76
W. H. Meyer Pkg. Co.	3	....	254
A. Sander Pkg. Co.	23	....	3,657
J. Schlaeter's Sons	139	158	....
John F. Stegner	328	179	139
Shippers	212	630	2,007 7,944
Others	1,231	504	344 462
Total	3,769	1,655	17,682 13,412

## RECAPITULATION.

	Recapitulation of packers' purchases by markets for week ended Sept. 3, 1932, with comparisons:		
	CATTLE.		
Week ended Sept. 3, 1932.	Cattle.		
Prev. week.	Cattle.		
Year ago.	Cattle.		
1930	Cattle.		

## RECAPITULATION.

	Recapitulation of packers' purchases by markets for week ended Sept. 3, 1932, with comparisons:		
	Cattle.		
Week ended Sept. 3, 1932.	Cattle.		
Prev. week.	Cattle.		
Year ago.	Cattle.		
1930	Cattle.		

## CATTLE.

	Cattle.		
Chicago	75,556 74,633 82,119		
Kansas City	24,290 22,589 15,308		
Omaha	42,177 54,829 58,489		
East St. Louis	47,466 45,956 46,942		
St. Joseph	18,453 18,550 18,784		
Oklahoma City	5,658 6,425 34,946		
Wichita	9,449 11,427 4,427		
Denver	5,676 5,744 7,605		
St. Paul	28,198 23,622 38,621		
Milwaukee	8,485 8,696 12,958		
Indianapolis	29,126 29,573 26,218		
Cincinnati	17,682 18,700 16,276		
Total	317,835 326,275 365,529		

## SHEEP.

	Sheep.		
Chicago	91,933 86,786 97,763		
Kansas City	16,905 12,645 22,201		
Omaha	647 38,046 37,388		
East St. Louis	11,685 11,953 11,953		
St. Joseph	21,977 24,868 28,209		
Oklahoma City	3,384 6,289 18,450		
Wichita	786 1,878 1,660		
Denver	1,563 1,393 1,206		
St. Paul	47,126 42,045 31,695		
Milwaukee	13,583 16,902 20,203		
Indianapolis	10,184 9,238 9,965		
Cincinnati	13,412 15,886 8,114		
Total	263,500 271,672 290,105		

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.

September 10, 1932.

## THE NATIONAL PROVISIONER

43

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Sept. 8, 1932, as reported by the U. S. Bureau of Agricultural Economics:

**HOGS (Soft or oily hogs and roasting pigs excluded):**

CHICAGO. K. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. lt. (140-160 lbs.) gd-ch.	\$ 4.00@ 4.40	4.10@ 4.40	\$ 3.65@ 4.00	3.75@ 4.20	\$ 3.75@ 4.25
Lt. wt. (160-180 lbs.) gd-ch.	4.15@ 4.65	4.30@ 4.65	4.00@ 4.25	3.95@ 4.30	4.00@ 4.35
(180-200 lbs.) gd-ch.	4.60@ 4.75	4.35@ 4.45	4.10@ 4.30	4.15@ 4.30	4.25@ 4.35
Med. wt. (200-220 lbs.) gd-ch.	4.60@ 4.75	4.35@ 4.45	4.10@ 4.30	4.15@ 4.30	4.25@ 4.35
(220-250 lbs.) gd-ch.	4.45@ 4.75	4.35@ 4.45	4.10@ 4.30	4.15@ 4.30	4.00@ 4.35
Hvy. wt. (250-290 lbs.) gd-ch.	4.30@ 4.55	4.25@ 4.40	4.00@ 4.20	4.10@ 4.25	3.75@ 4.20
(290-350 lbs.) gd-ch.	3.90@ 4.40	4.00@ 4.35	3.70@ 4.00	3.90@ 4.15	3.65@ 4.05
Pig. sows (275-500 lbs.) med-ch.	3.25@ 4.10	3.10@ 3.75	3.10@ 3.70	2.90@ 3.75	3.00@ 3.70
Grd. pigs (100-180 lbs.) gd-ch.	3.40@ 4.00	3.75@ 4.10	3.50@ 4.00	3.50@ 4.10	3.75@ 4.10
Av. cost & wt. Thurs. (pigs excl.)	4.16-261 lbs.	4.42-200 lbs.	3.70-279 lbs.	4.03-230 lbs.	.....

Av. cost & wt. Thurs. (pigs excl.)

STEERS (600-900 LBS.):	8.50@ 9.50	8.75@ 9.50	8.25@ 9.25	8.00@ 9.00	8.25@ 9.25
Choice	8.50@ 9.50	8.75@ 9.50	8.25@ 9.25	8.00@ 9.00	8.25@ 9.25
Good	7.25@ 8.75	7.25@ 9.00	7.00@ 8.25	6.75@ 8.00	7.00@ 8.25
Medium	6.00@ 7.25	4.75@ 7.50	5.25@ 7.00	4.75@ 6.75	5.25@ 7.00
Common	3.75@ 6.00	3.75@ 5.00	3.50@ 5.50	3.50@ 4.75	3.25@ 5.25

STEERS (900-1100 LBS.):

Choice	8.75@ 9.75	9.00@ 9.50	8.25@ 9.50	8.00@ 9.25	8.25@ 9.25
Good	7.25@ 9.25	7.50@ 9.25	7.00@ 8.75	6.75@ 8.25	7.00@ 8.25
Medium	6.25@ 7.50	5.00@ 7.50	5.50@ 7.00	4.75@ 7.00	5.25@ 7.00
Common	4.00@ 6.25	3.75@ 5.00	3.50@ 5.75	3.50@ 4.75	3.25@ 5.25

STEERS (1100-1300 LBS.):

Choice	9.25@ 10.15	9.25@ 9.75	8.75@ 10.00	8.25@ 9.50	8.25@ 9.50
Good	7.50@ 9.50	7.50@ 9.25	7.50@ 8.75	7.00@ 8.75	7.00@ 8.50
Medium	6.50@ 8.00	5.00@ 7.50	5.75@ 7.75	5.00@ 7.50	5.50@ 7.00

STEERS (1300-1500 LBS.):

Choice	9.50@ 10.15	9.25@ 9.75	8.75@ 10.00	8.75@ 9.50	8.50@ 9.00
Good	8.00@ 9.50	7.50@ 9.25	7.75@ 8.75	7.50@ 8.75	7.25@ 8.50

HEIFERS (550-850 LBS.):

Choice	7.50@ 8.25	7.50@ 8.00	6.50@ 7.50	7.00@ 8.00	5.75@ 7.25
Good	6.00@ 7.50	6.25@ 7.50	5.25@ 6.50	5.50@ 7.00	4.25@ 5.75
Medium	4.75@ 6.00	4.25@ 6.25	4.50@ 5.25	4.00@ 5.50	2.75@ 4.25
Common	3.00@ 4.75	3.00@ 4.25	2.50@ 4.50	2.50@ 4.00	4.00@ 4.75

COWS:

Choice	4.50@ 5.25	4.50@ 5.00	4.25@ 5.25	4.00@ 4.75	3.00@ 4.00
Good	3.50@ 4.50	3.50@ 4.50	3.25@ 4.25	3.25@ 4.00	2.50@ 3.00
Com-med.	2.85@ 3.50	2.50@ 3.50	2.50@ 3.25	2.25@ 3.25	1.25@ 2.25
Low cutter and cutter	1.75@ 2.85	1.00@ 2.50	1.75@ 2.50	1.25@ 2.25	2.85@ 3.75

BULLS (TRILS. EX. BEEF):

Good-choice	3.50@ 5.00	3.15@ 3.75	2.65@ 3.75	2.65@ 3.25	2.25@ 3.00
Cul-med.	2.00@ 3.50	1.50@ 3.15	1.75@ 2.65	1.50@ 2.65	.....

YEARLINGS (MILK-FED):

Good-choice	7.00@ 8.00	5.25@ 6.75	4.50@ 5.50	4.50@ 6.50	6.00@ 8.00
Medium	5.00@ 7.00	4.00@ 5.25	3.50@ 4.50	3.00@ 4.50	4.00@ 6.00
Cul-com.	3.50@ 5.00	1.50@ 4.00	2.00@ 3.50	2.00@ 3.00	2.50@ 4.00

CALVES (250-500 LBS.):

Good-choice	4.50@ 6.50	4.50@ 6.50	4.50@ 5.50	4.00@ 6.00	4.00@ 5.50
Com-med.	3.00@ 4.50	2.50@ 4.50	2.00@ 4.50	2.00@ 4.00	2.00@ 4.00

Slaughter Sheep and Lambs:

LAMBS:

(90 lbs. down)—Good-choice	5.50@ 6.50	5.50@ 6.25	5.25@ 5.75	5.25@ 6.00	5.25@ 6.00
Medium	4.75@ 5.50	4.25@ 5.50	4.25@ 5.25	4.50@ 5.25	4.25@ 5.25
(All weights)—Common	3.50@ 4.75	3.00@ 4.25	3.00@ 4.25	3.00@ 4.50	3.00@ 4.25

YEARLING WETHERS:

(90-110 lbs.)—Med-ch.	3.00@ 4.75	3.00@ 4.50	3.00@ 4.50	3.00@ 4.25	2.75@ 4.25
EWES:	.....	.....	.....	.....	.....
(90-120 lbs.)—Med-ch.	2.00@ 2.50	1.25@ 2.00	1.00@ 2.00	1.25@ 2.00	1.00@ 2.00

(120-150 lbs.)—Med-ch.

(All weights)—Cul-com.

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# Chicago Section

Oscar G. Mayer, president of Oscar G. Mayer & Co., is on a brief business trip to the Pacific Coast.

Dr. R. F. Eagle, vice president of Wilson & Co., was in the Southwest on an inspection trip this week.

Purchases of livestock at Chicago by principal packers, for the first three days of this week totaled 17,104 cattle, 4,120 calves, 26,343 hogs, 35,005 sheep.

A membership on the Chicago Board of Trade sold Saturday, September 3, at \$9,500, an increase of \$1,500 over the last previous sale and up \$5,500 from the low price.

Walter Hulme, provision broker, drove to Duluth, Minn., last week with his family, spending Labor Day with friends in Port Arthur, Canada. He reports making the return trip, a distance of 560 miles, in thirteen hours.

Provision shipments from Chicago for the week ended Sept. 3, 1932, with comparisons, were as follows:

	Week	Previous	Same
	Sept. 3.	week.	week '31.
Cured meats, lbs.	20,816,000	18,936,000	14,808,000
Fresh meats, lbs.	36,446,000	33,919,000	40,340,000
Lard, lbs.	6,508,000	6,613,000	10,731,000

John H. Robson, veteran member of the sales staff of Swift & Company, retired last week after a service of 55 years with the company. Beginning on August 4, 1877, as a member of Edward F. Swift's office force in Chicago, at that time consisting of only four men, he worked through office and plant departments and spent 44 years on the road selling Swift products. He was transferred to Los Angeles in 1906, and has covered that territory since. He will make his home in Southern California.

## GERMAN LARD QUOTA THREAT.

Along with the sharp increases in the duty on certain articles imported by Germany from the United States effective September 6, comes the threat of the establishment of an import quota on lard as a stimulus to the soya bean oil industry which has been developing rapidly in Germany.

Commenting on the possible influence on lard exports from this country, the Department of Commerce said that while the recent increases in tariff rates established in Germany do not include lard, that commodity is placed on a quota basis which was declared to contain greater potentialities in stoppage of lard imports and enabling soya bean oil sales to develop as a substitute material. Many German mills have been refining this oil, it was stated, and they have now perfected an odorless, colorless, refined product for cooking purposes that promises to displace lard in a great measure according to reports.

Germany has been an important buyer of American lard for years. This country's product has been sold there against strong competition from other European countries. Only the test of time, however, can show what the effect

of the future conditions will be.

It was deemed even to be a possibility that former German users of American lard may be able to develop additional methods for treatment of the new soya bean product to the point that lard will be classified as luxury in that country. In event of this turn, it later may be subjected to further import restrictions for it is evident that Germany is struggling in every direction to gain self-sufficiency in as many lines of food products as it is in other commodities.

Hamburg soya bean mills, which are the most important in Europe, have been selling an odorless, colorless, refined soya bean oil for cooking purposes, which sells at wholesale for \$0.04 per German pound of 1.2 American pounds in barrels and is retailed in bottles at \$0.08 per German pound compared with American lard which retails at \$0.1025 to \$0.1142 per pound.

The use of this vegetable oil is reported to be increasing and certain importers of American lard profess to foresee a potential future danger to the American trade from this competition.

Should further increases in the tariff on lard be promulgated, as trade rumors assert, it is probable that the use of this cheap substitute would spread at the cost of animal fats.

At the present time it is believed that there is little danger for American lard imports from this competition.

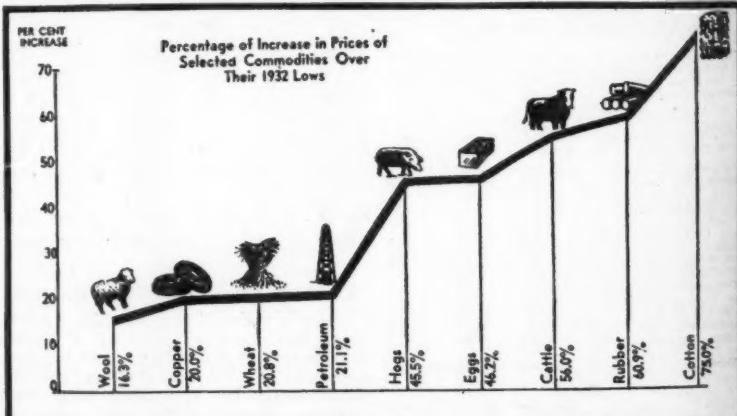
## DUTCH HOG SLAUGHTERS.

Sharp declines are reported in hog slaughter in the Netherlands during June, 1932, compared with the same month a year ago and with May, 1932. In June, 1932, there was offered for inspection 90,374 hogs compared with 142,374 in the same month a year earlier and 125,413 head in May, 1932. Exports of fresh pork, bacon and lard from the Netherlands have shown sharp declines.

## PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain stores, and food manufacturers' listed stocks, Sept. 8, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices on Sept. 8, 1932.

	Sales.	High.	Low.	—Close—
	Week ended Sept. 8.	Sept. 8.	Sept. 8.	Sept. 8.
Amal. Leather.	....	....	....	2
Do. Pfd.	....	....	....	7%
Amer. H. & L.	2,400	6 1/2	5 1/2	6
Do. Pfd.	3,800	27	22 1/2	26
Amer. Stores.	300	35	35	35
Armour A.	8,200	2%	2%	2%
Do. B.	5,900	1 1/2	1 1/2	1 1/2
Do. Ill. Pfd.	1,500	14 1/2	14	14
Do. Md. Pfd.	500	53	53	58
Barnett Leather	....	....	....	4%
Beschmar Pack.	....	....	....	44
Boehm, H. C.	....	....	....	45
Do. Pfd.	....	....	....	45
Brennan Pack.	....	....	....	19
Do. Pfd.	....	....	....	50
Chick. C. Oil.	200	12 1/2	12 1/2	12 1/2
Childs Co.	1,400	5 1/2	5 1/2	5
Cudahy Pack.	400	32 1/2	32 1/2	32 1/2
First Nat. Strs.	3,100	53	51 1/2	52 1/2
Gen. Foods.	12,800	32 1/2	31 1/2	32 1/2
Gobel Co.	3,600	7 1/2	7 1/2	7 1/2
Gr.A.&P.1stPfd.	....	117%	117%	118
Do. New.	160	147 1/2	145	145
Hormel Co. A.	....	....	....	13 1/2
Hygrade Furn.	400	4	4	4
Kingsley G. & B.	19,000	18 1/2	17 1/2	18 1/2
Libby McNeil	1,450	3 1/2	3 1/2	3 1/2
McMar Stores.	....	....	....	51
Mayer, Oscar.	....	....	....	51
Mickelson Co.	200	5 1/2	5 1/2	4 1/2
M. & H. Pfd.	....	....	....	10
Morell & Co.	500	31	31	31
Nat. Pd. Pd. A.	....	....	....	1
Do. B.	....	....	....	1%
Nat. Leather.	600	3	3	3
Nat. Tea.	1,600	9 1/2	9 1/2	9 1/2
Proc. & Gamb.	5,800	34 1/2	34	34 1/2
Do. Pfd.	50	97	97	97
Rath Pack.	....	....	....	17
Safeway Strs.	13,000	53 1/2	51 1/2	51 1/2
Do. 6% Pfd.	....	....	....	84
Do. 7% Pfd.	120	97	97	97
Stahl Meyer	....	....	....	6
Swift & Co.	11,300	10%	10%	10%
Do. Int'l.	10,300	22 1/2	21 1/2	22
Trunz Pork	....	....	....	11
U. S. Cold Stor.	....	....	....	23 1/2
U. S. Leather.	2,800	7	6 1/2	7
Do. A.	7,500	15%	15	15 1/2
Do. Pr. Pfd.	100	66%	66%	65
Wesson Oil.	4,900	19 1/2	19 1/2	19 1/2
Do. Pd.	100	52	52	52
Wilson & Co.	1,100	1 1/2	1 1/2	1 1/2
Do. A.	2,300	4 1/2	4	4 1/2
Do. Pfd.	2,100	23 1/2	23	23 1/2



## DEMAND FOR PACKINGHOUSE PRODUCTS HELPS UPWARD PRICE TRENDS.

Cattle, hogs and eggs are among the commodities which have moved general price trends upward. At the present time cotton is leading, as shown above, with cattle third, eggs fourth and hogs fifth in their contribution to better price levels. Cotton is 75 per cent higher than at the low time of 1932, cattle are 50 per cent higher, eggs 46.2 per cent higher and hogs 45.5 per cent higher. Higher cotton prices are reflected directly in the meat industry in the increased demand for many meat cuts which are consumed extensively throughout the Cotton Belt. Consumptive demand for beef and pork throughout the country has continued high in relation to employment and general business condition. Many observers look to the livestock market as the index of better economic conditions. (Chicago Tribune chart)

September 10, 1932.

## F. C. ROGERS, INC.

NINTH AND NOBLE STREETS  
PHILADELPHIA

### PROVISION BROKER

*Member of New York Produce Exchange  
and Philadelphia Commercial Exchange*

## Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS  
WHOLESALE SLAUGHTERERS OF  
CATTLE, HOGS, SHEEP AND CALVES  
U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.



Their Flavor is a  
"Marvel"

Marvel Brand Hams  
and Bacon are popular  
because their flavor is  
unparalleled and their price is  
reasonable.

### FINANCIAL NOTES.

Directors of Beatrice Creamery Company have voted to omit dividend on common stock due to be declared at this time. Regular quarterly payment of \$1.75 a share on the preferred was declared. Directors of the National Dairy Company failed to declare quarterly dividend on common stock due. Three months ago quarterly rate was reduced to 50 cents from 65 cents formerly paid.

Earnings of the General Foods Corporation have turned sharply upward during the month of July, due in part to better prices and in part to increased volume of sales, it is reported. Results for August will exceed those for July when food companies reported a general slump, and the gain is expected to continue through the early fall.

For the seven months ended July 31 sales of vacuum-cooked meats of Adolf Gobel, Inc., increased more than 100 per cent over the corresponding period of last year. Adolf Gobel, Inc., reported net earnings of \$60,308, equal to 14 cents a share, for the twelve weeks ended July 9, against \$42,203, or 10 cents a share in the corresponding term of 1931.

### CHAIN STORE NOTES.

Jewel Tea Co., Inc., reports sales of \$755,629 for four weeks ended August 13, 1932, against \$961,983 for parallel weeks in 1931, a decrease of 21.45 per cent. Average number of sales routes in like periods were 1,333 in 1932 and 1,320 in 1931. Sales for the first thirty-two weeks of 1932 were \$6,820,116, as against \$8,551,222 for the 1931 period, a decrease of 20.24 per cent. For these weeks the average number of routes in 1932 was 1,333 and in 1931, 1,301. Sales of eighty-three stores of Jewel Food Stores, Inc., a subsidiary of the Jewel Tea Company, Inc., for four weeks ended August 13, 1932, were \$287,954. For twenty-two weeks ended August 13 sales were \$1,897,511, with an average of eighty-two stores in operation.

Former officers of Kroger Grocery and Baking Company, Cincinnati, Ohio, have returned, or contracted to return to the company, 13,464 shares of its common stock and \$4,957 in cash. President Albert H. Morrill, has announced. These shares represent allotments which former officers are alleged to have paid to themselves illegally and the cash represents income received from the shares.

### ANNUAL FEDERAL SLAUGHTERS.

Livestock slaughtered under federal inspection for the fiscal year ended June 30, 1932, are:

	Cattle.	Calves.	Sheep and lambs.	Hogs.
Baltimore	82,907	17,261	37,658	737,561
Buffalo	45,524	26,056	92,679	761,237
Chicago	1,429,999	446,314	3,038,434	6,437,924
Cincinnati	158,880	83,215	188,800	949,612
Cleveland	41,931	51,121	(1)	520,228
Denver	84,944	18,870	(1)	376,000
Detroit	73,322	78,564	133,316	767,973
For. Worth	271,231	186,802	750,514	257,291
Kansas City	693,122	218,133	1,579,552	2,710,878
Los Angeles	119,595	34,022	410,173	337,922
Milwaukee	177,198	566,276	84,063	1,124,068
National Stock				
Yards	333,263	189,524	463,688	1,320,007
New York	375,516	63,541	3,840,980	
Omaha	82,758	62,996	1,941,025	2,448,684
Philadelphia	71,775	92,882	278,972	955,308
St. Louis	147,514	99,536	104,121	1,550,577
Sioux City	338,825	35,305	681,632	1,561,234
So. St.				
Joseph	286,571	61,879	(1)	937,526
So. St.				
Paul	496,254	643,204	775,932	2,401,830
Wichita	78,245	20,576	96,900	336,120
All other stations	1,816,089	1,102,364	4,634,068	19,150,845

Total:  
Year '32 7,974,502 4,606,150 18,639,941 45,552,422  
Year '31 8,208,515 4,732,252 17,300,432 44,020,033

### BUSINESS OPPORTUNITIES.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

## PACKERS COMMISSION CO.

SPECIALIZING IN DRESSED HOGS FROM THE HOG BELT

CHICAGO BOARD OF TRADE BLDG. :: Phone Webster 3113



September 10, 1932

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual cariot trading Thursday,  
Sept. 8, 1932.

REGULAR HAMS.				FUTURE PRICES.			
Green Standard.		Sweet Standard.		PICKLED FANCY.		LARD.	
8-10	9	9½	10½	Sept. 5.25	5.25	5.20	5.20ax
10-12	8½	9	10	Oct. 5.20	5.22½	5.20	5.22ax
12-14	7½	8½	9½	Jan. 5.12½	5.15	5.12½	5.15
14-16	7½	8½	9½	May 5.25	5.35	5.25	5.32½
16-18 range	7½	...	...				
BOILING HAMS.				CLEAR BELLIES.			
16-18	7%	8%	9½	Sept. 6.37½	...	...	6.37½
18-20	7%	8%	9½				
20-22	7%	8%	9½				
22-24	7%	8%	9½				
24-26	6½	7½	8				
26-30	6½	7½	8				
30-35	6	6½	8				
SKINNED HAMS.				CLEAR BELLIES.			
10-12	9½	10	11	Sept. 6.50	...	...	6.50ax
12-14	9	9½	10½				
14-16	9	9½	10½				
16-18	9	9½	10½				
18-20	8½	9	10				
20-22	7½	8	9				
22-24	7	7½	8				
24-26	6½	7½	8				
26-30	6½	7½	8				
30-35	6	6½	8				
PICNICS.				CLEAR BELLIES.			
4-6	6% at 7	7	7½	Sept. 6.50	...	...	6.37½ax
6-8	6½	6½	7				
8-10	6	6	6½				
10-12	5	5	6½				
12-14	5	5	6½				
BELLIES.				CLEAR BELLIES.			
6-8	8	8	8½	Sept. 6.50	...	...	6.25ax
8-10	8	8	8½				
10-12	7½	7½	8				
12-14	7½	7½	8				
14-16	7½	7½	8				
16-18	7	7½	8				
D. S. BELLIES.				CLEAR BELLIES.			
14-16	6%	7	7	Sept. 6.50	...	...	6.25ax
16-18	6½	7	7				
18-20	6½	7	7				
20-22	6½	7	7				
22-24	6½	7	7				
24-26	6½	7	7				
26-30	6½	7	7				
30-35	6½	7	7				
35-40	6	6	6½				
40-50	5½	6	6½				
50-60	5½	6	6½				
D. S. FAT BACKS.				LARD.			
14-16	6%	7	7	Sept. 5.12½	...	...	5.12½ax
16-18	6½	7	7	Oct. 5.15	5.15	5.10	5.12½ax
18-20	6½	7	7	Jan. 5.15	5.15	5.07½	5.12½
20-22	6½	7	7	May 5.30	5.30	5.25	5.25ax
22-24	6½	7	7				
24-26	6½	7	7				
26-30	6½	7	7				
30-35	6½	7	7				
35-40	6	6	6½				
40-50	5½	6	6½				
50-60	5½	6	6½				
OTHER D. S. MEATS.				LARD.			
Extra short clears	35-45	6n	6n	Sept. 5.10	...	...	5.10ax
Extra short ribs	35-45	6n	6n	Oct. 5.12	5.12	5.10	5.10ax
Regular plates	6-8	4½	4½	Jan. 5.12	5.12	5.10	5.10ax
Clear plates	6-8	4½	4½	May 5.30	5.30	5.22	5.22ax
Jowl butts	4-6	4½	4½				
Green square jowls	5	5	5				
Green rough jowls	4½	6	6				

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

PORK PRODUCTS EXPORTS.  
Exports of pork products from principal ports of the United States during the week ended Sept. 3, 1932:

Week ended	Jan. 1 to
Sept. 3, 1932.	Sept. 5, 1932.
1932.	1931.
M. lbs.	M. lbs.
M. lbs.	M. lbs.

## HAMS AND SHOULDERs, INCLUDING WILTSHIRES.

To Belgium ..... 780 997 780 43,924

United Kingdom ..... 658 888 644 37,943

Other Europe ..... 19 109 20 298

Cuba ..... 79 62 76 2,727

Other countries ..... 24 39 1 2,086

## BACON INCLUDING CUMBERLANDS.

Total ..... 391 953 432 13,467

To Germany ..... 28 68 28 276

United Kingdom ..... 56 356 138 5,065

Other Europe ..... 2 340 50 2,170

Cuba ..... 78 101 136 4,313

Other countries ..... 227 88 108 1,051

## PICKLED PORK.

Total ..... 103 165 114 9,470

To United Kingdom ..... 9 91 11 967

Other Europe ..... 18 15 18 468

Canada ..... 70 40 81 1,459

Other countries ..... 6 19 22 6,646

## LARD.

Total ..... 5,851 9,609 8,318 360,260

To Germany ..... 1,296 3,751 2,783 96,720

Netherlands ..... 439 315 651 24,304

United Kingdom ..... 3,467 3,840 4,076 100,887

Other Europe ..... 245 206 116 14,734

Cuba ..... 60 1,079 150 19,341

Other countries ..... 344 418 482 44,264

## TOTAL EXPORTS BY PORTS.

Week ended Sept. 3, 1932.

Hams and Pickled shoulders, Bacon, Pork, Lard, M. lbs. M. lbs. M. lbs. M. lbs.

Total ..... 780 301 103 5,851

Boston ..... 448 22 31 1,473

Detroit ..... 93 39 39 879

Port Huron ..... 79 78 66 66

Key West ..... 20 2 6 344

New Orleans ..... 170 289 26 2,028

New York ..... 26 26 26 26

Philadelphia ..... 26 26 26 26

Baltimore ..... 26 26 26 26

## DESTINATION OF EXPORTS.

Hams and shoulders, Bacon, M. lbs. M. lbs.

United Kingdom (total) ..... 658 56

Liverpool ..... 357 44

London ..... 208 1

Manchester ..... 1

Other United Kingdom ..... 1

Lard, M. lbs.

Exported to: Germany (total) ..... 1,26

Hamburg ..... 1,182

Others ..... 134

\*Corrected to July 31, 1932.

†Exports to Europe only.

## CURING MATERIALS.

Bibs. Sacks.

Nitrite of soda, l. c. l. Chicago ..... 10%

Salt peter, 25 bbl. lots, f.o.b. N. Y. ..... 10%

Dbl. refined granulated ..... 6½ 5½

Small crystals ..... 7½ 7½

Medium crystals ..... 8 8

Large crystals ..... 3½ 3½

Bbl. refd. gran. nitrate of soda ..... 3½ 3½

Less than 25 bbl. lots, ½ c. more.

Salt:

Granulated, cariots, per ton, f.o.b. Chicago, bulk ..... 35.85

Medium, cariots, per ton, f.o.b. Chicago, bulk ..... 35.85

Rock, cariots, per ton, f.o.b. Chicago ..... 35.85

Raw sugar, 96 basis, f.o.b. New Orleans:

Leans ..... 32.20

Second sugar, 90 basis ..... None

Syrup testing, 63 to 65 combined sucrose and invert, New York ..... 6.35

Standard gran. f.o.b. refiners (2%) ..... 6.35

Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% ..... 6.35

Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% ..... 6.44

## SPICES.

(These prices are basis f.o.b. Chicago.)

Whole. Ground.

Allspice ..... 6 3

Cinnamon ..... 12 18

Cloves ..... 15 20

Coriander ..... 6 8

Ginger ..... 38 42

Mace, Banda ..... 16 18

Nutmeg ..... 12 18

Pepper, black ..... 11 13

Pepper, Cayenne ..... 25 25

Pepper, red ..... 20 20

Pepper, white ..... 12 16

Heavy sheepskins, each ..... 10

Light sheepskins, each ..... 8

Heavy, 100 lb. rolls, each ..... 10

Light, 100 lb. rolls, each ..... 8

Heavy fox skins, each ..... 10

Light fox skins, each ..... 8

Heavy mink skins, each ..... 10

Light mink skins, each ..... 8

Heavy otter skins, each ..... 10

Light otter skins, each ..... 8

Heavy sealskins, each ..... 10

Light sealskins, each ..... 8

Heavy marten skins, each ..... 10

Light marten skins, each ..... 8

Heavy mink stews, each ..... 10

Light mink stews, each ..... 8

Heavy otter stews, each ..... 10

Light otter stews, each ..... 8

Heavy mink tongues, each ..... 10

Light mink tongues, each ..... 8

Heavy heads, each ..... 10

Light heads, each ..... 8

September 10, 1932.

## THE NATIONAL PROVISIONER

47

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ended, Sept. 3, 1932.	Cor. week, 1931.	Fresh Pork, etc.
Prime native steers—			Pork loins, 8@10 lbs. av. @15½
400-600	.10 @15½	17 @17½	Skinned shoulders @21
600-800	.15 @15½	15½@16½	Tenderloins @10½
800-1000	.15 @15½	14½@15½	Spare ribs @8
God native steers—			Bacon fat @12
400-600	.14 @14½	16 @16½	Boston butts @6½
600-800	.14 @14½	14½@14½	Boneless butts, cellar trim, @11
800-1000	.14 @14½	14 @14½	2@4 @18
Medium steers—			Hocks @5
400-600	.13½@14	15 @15½	Tails @5
600-800	.13½@14	13 @13½	Neck bones @3
800-1000	.13½@14	13½@13½	Slip bones @10
Heifers, good, 400-600	.11½@12½	13½@15	Blade bones @8
Cows, 400-600	.7½@8%	7½@10	Pig's feet @3½
Hide quarters, choice	.20	.23½	Kidneys, per lb. @5
Hide quarters, choice	.12	.12	Livers @5½

## Beef Cuts.

Steer loins, prime	@32	@32	Pork sausage, in 1-lb. cartons @15½
Steer loins, No. 2	@31½	@31	Country style sausage, fresh in link @17
Steer loins, No. 3	@30	@28	Country style pork sausage, smoked @15
Steer short loins, prime	@43	@43	Frankfurts in sheep casings @15
Steer short loins, No. 1	@42	@39	Frankfurts in hog casings @14
Steer short loins, No. 2	@39	@35	Bologna in beef bungs, choice @14
Steer loin ends (hips)	@22	@22	Liver sausage in beef rounds @14
Steer loin ends, No. 2	@22	@22	Smoked liver sausage in hog bungs @15
Ox loins	@18	@19	Liver sausage in hog bungs @15
Ox short loins	@24	@22	Tongue sausage @15
Ox loin ends (hips)	@13	@14	Blood sausage @15
Steer ribs, prime	@24	@21	Polish sausage @15
Steer ribs, No. 1	@23	@20	
Steer ribs, No. 2	@22	@19	
Ox ribs, No. 2	@19½	@12	
Ox ribs, No. 3	@8	@10	
Steer rounds, prime	@15½	@19	
Steer rounds, No. 1	@14½	@15½	
Steer rounds, No. 2	@14½	@13½	
Steer chuck, prime	@11½	@11½	
Steer chuck, No. 1	@10½	@11	
Steer chuck, No. 2	@10½	@11	
Ox rounds	@10½	@13	
Ox chuck	@8	@8½	
Steer plates	@7½	@7½	
Middle plates	@4½	@4	
Steer tenderloin	@11	@12	
Ox navel ends	@5½	@3½	
Ox navel ends	@5½	@3½	
Ox shanks	@6	@4	
Hind shanks	@6	@4	
Steer loins, No. 1, bubs	@60	@50	
Steer loins, No. 2	@55	@40	
Steer butts, No. 1	@27	@30	
Steer butts, No. 2	@20	@22	
Beef tenderloins, No. 1	@55	@55	
Beef tenderloins, No. 2	@50	@50	
Beef butts	@18	@18	
Flank steaks	@14	@16	
Shoulder steaks	@9	@10½	
Hanging tenderloins	@8	@8	
Butties, green, 6@8 lbs.	@10		
Butties, green, 5@6 lbs.	@7½		
Knickies, green, 5@6 lbs.	@9		

## Beef Products.

Brains, (per lb.)	@ 5	@ 6	Regular pork trimmings @ 4½
Hearts	@ 5	@ 5	Extra lean pork trimmings @ 4½
Tongues	@14	@22	Neck bone trimmings @ 5½
Sweetbreads	@13	@15	Neck cheek meat @ 4
Ox-tail, per lb.	@ 5	@ 7	Beef trimmings @ 5
Pork tripe, plain	@ 4	@ 6	Beef cheeks (trimmed) @ 4½
Pork tripe, H. C.	@ 8	@ 8	Dressed canners, 350 lbs. and up. @ 4½
Livers	@13	@15	Dressed cutter cows, 400 lbs. and up. @ 5½
Livers, per lb.	@ 7	@11	Dr. bologna bulls, 600 lbs. and up. @ 5½

## Veal.

Choice carcass	.11	@12	Roast tripe @ 2½
Good carcass	.9	@10	Middle, select wide, 2@2½ in. diameter. @ 1.85
Good saddles	.14	@15	Middle, select, extra wide, 2½ in. and over @ 2.25
Good racks	.7	@9	Dried bladders: 12-15 in. wide flat @ 1.85
Medium racks	.5	@6	10-12 in. wide, flat @ .90

## Veal Products.

Brains, each	@ 5	@ 6	Narrow, special, per 100 yds. @ 1.75
Sweetbreads	@48	@40	Wide, per 100 yds. @ .50
Calf livers	@39	@40	Extra wide, per 100 yds. @ .30

## Lamb.

Choice lambs	@15	@19	Medium prime bungs @ 10½ to 11½
Medium lambs	@13	@16	Small prime bungs @ 7½ to 8½
Choice saddles	@17	@22	Middle, per set @ 20
Medium saddles	@15	@20	Stomachs @ 12
Choice chops	@13	@15	
Medium chops	@13	@13	
Lamb chops	@10	@13	
Lamb chops, per lb.	@20	@25	
Lamb tongues, per lb.	@10	@12	
Lamb kidneys, per lb.	@20	@25	

## Mutton.

Heavy sheep	@ 2½	@ 3	Hog casings:
Light sheep	@ 7	@ 7	Narrow, per 100 yds. @ 2.45
Heavy saddles	@ 4	@ 6	Narrow, special, per 100 yds. @ 1.75
Light saddles	@ 8	@ 8	Wide, per 100 yds. @ .50
Heavy foars	@ 2	@ 3	Extra wide, per 100 yds. @ .30
Light foars	@ 5	@ 4	Export bungs @ .30
Mutton steaks	@ 10	@ 10	Large prime bungs @ 10½ to 11½
Mutton chops	@ 7	@ 10	Medium prime bungs @ 10½ to 11½
Mutton steaks	@ 4	@ 4	Small prime bungs @ 7½ to 8½
Steak tongues, per lb.	@ 10	@ 10	Middle, per set @ 20
Beef heads, each	@ 8	@ 10	Stomachs @ 12

## SAUSAGE CASINGS.

## (F. O. B. CHICAGO)

(Prices quoted to manufacturers of sausage.)

## Beef casings:

Domestic rounds, 180 pack.	@ 18
Domestic rounds, 140 pack.	@ 30
Export rounds, wide.	@ 45
Export rounds, medium.	@ 25
Export rounds, narrow.	@ 18
No. 2 weasands	@ 13
No. 3 weasands	@ 13
No. 1 bungs	@ 14
No. 2 bungs	@ 10
Middle, regular	@ 2.25
Middle, select wide, 2@2½ in. diameter.	@ 1.85
Middle, select, extra wide, 2½ in. and over.	@ 2.25

## Dried bladders:

12-15 in. wide flat.	@ 1.85
10-12 in. wide, flat.	@ .90
8-10 in. wide, flat.	@ .40
6-8 in. wide, flat.	@ .40 and 45

## Hog casings:

Narrow, per 100 yds.	2.45
Narrow, special, per 100 yds.	1.75
Wide, per 100 yds.	.50
Extra wide, per 100 yds.	.30
Export bungs	.30
Large prime bungs	10½ to 11½
Medium prime bungs	10½ to 11½
Small prime bungs	7½ to 8½
Middle, per set.	20
Stomachs	12

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	\$4.25
Large tins, 1 to crate	5.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	5.25
Large tins, 1 to crate	6.00
Smoked link sausage in hog casings—	
Small tins, 2 to crate	4.50
Large tins, 1 to crate	5.35

## DRY SALT MEATS.

Extra short clears...	
Extra short ribs...	G 6%
Short clear middle, 60-lb. sv.	G 7%
Clear bellies, 14@16 lbs.	G 6%
Rib bellies, 20@25 lbs.	G 6%
Rib bellies, 25@30 lbs.	G 6%
Fat backs, 10@12 lbs.	G 5%
Fat backs, 14@16 lbs.	G 5%
Regular plates...	G 5%
Butts...	G 4%

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	G 13½
Fancy skd. hams, 14@16 lbs.	G 14½
Standard reg. hams, 14@16 lbs.	G 12½
Picnics 4@8 lbs.	G 11½
Fancy bacon, 6@8 lbs.	G 15½
Standard bacon, 6@8 lbs.	G 12½
No. 1 bacon ham sets, smoked—	
Insides, 8@12 lbs.	G 29
Outside, 8@12 lbs.	G 21
Kielbasa, 5@9 lbs.	G 25
Cooked hams, choice, skin on, fatted...	G 22
Cooked hams, choice, skinless, fatted...	G 24
Cooked picnics, skin on, fatted...	G 15
Cooked picnics, skinless, fatted...	G 27
Cooked loin roll, smoked...	G 27

## BARRELED PORK AND BEEF.

Meat pack, regular...	\$18.00
Family back pork, 24 to 34 pieces...	\$18.00
Family back pork, 35 to 45 pieces...	\$18.00
Clean back pork, 40 to 50 pieces...	\$14.50
Clean plate pork, 25 to 35 pieces...	\$11.50
Brisket pork...	\$12.50
Round pork...	\$11.00
Plate pork...	\$15.00
Plate beef...	\$16.00

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00
Honeycomb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	17.00
Pork feet, 200-lb. bbl.	16.50
Pork tongues, 200-lb. bbl.	25.00
Lamb tongues, short cut, 200-lb. bbl.	37.00

## OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.	G 11
Non 1-lb. cartons, f.o.b. Chicago, (30- and 60-lb. solid packed tubs, 1c per lb. less), Pastry, 60-lb. tubs, f.o.b. Chicago.....	G 8½

## LARD.

Prime steam, cast (Bd. Trade)...	G 5.15
Prime steam, loose (Bd. Trade)...	G 4.87½
Kettle rendered, tierces, f.o.b. Chgo.	G 6%
Refined lard, tierces, f.o.b. Chicago.	G 7%
Leaf, kettle rendered, tierces, f.o.b. Chgo.	G 7½
Neutral, in tierces, f.o.b. Chicago...	G 7½
Compound, vegetables, tierces, c.a.f.	G 7½

## TALLOW AND GREASES.

In Tank Cars or Drums...	5½ G 5½
Edible tallow, under 1% acid, 45 titre...	4 G 4½
Prime packers' tallow...	G 3½
No. 2 tallow, 10% f.f.a.	G 3½
No. 2 tallow, 40% f.f.a.	G 2½
Choice white grease...	G 3½ G 3½
A-White grease...	G 3½ G 3½
B-White grease, max. 5% acid...	G 3½ G 3½
Yellow grease, 10@15%...	G 2½ G 2½
Brown grease, 40% f.f.a.	G 2½ G 2½

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley, deodorized...	4 G 4½
White, deodorized in bars, f.o.b. Chgo.	6½ G 7
Yellow, deodorized...	6

# Retail Section

## Personality in Stores

### This Is an Important Influence in Food Distribution

By Gordon C. Corbaley, President, American Institute of Food Distribution.

In many city districts and in some country places food bargain houses are expressing the spirit of the times—noisily competing with other forms of retail distribution.

Outward appearance of these stores varies with each community, but the component parts are about the same—great sacks of too-well-matured fruits and vegetables, shelves of canned foods in the lower grades, stacks of meats in the cheaper cuts, gaudily-colored bakery goods—the entire set-up “window dressed” with a fringe of staples and national brands advertised at cut prices.

Some of these are so ably managed, or located in such proximity to families of low consuming demands, that they continue to make money.

#### Have Had Their Day

But even with the bargain hunting of the last three years most enterprises of this character enjoyed a first flush of success and then dropped back to where they succeeded in barely holding on, or were compelled to go out of business.

Such merchandising is not in harmony with the eating ideas of the American people.

In our numerous groups of inadequate purchasing power, food tastes necessarily are based on having sufficient food in any form, and this means reasonable contentment with the grades to which they have become accustomed. That is why millions of people still enjoy foods which seem unpalatable to the majority of us.

But even in this group better foods are demanded when persistent effort or local conditions add them to the diet—witness the national brands and the quality New York labels so generally displayed in the cheaper districts of the Manhattan east side—and many individuals and families are progressing from those groups toward the demand for good foods that they observe in use by the classes to which they wish to belong.

The great change of retail food stores during the period of the depression offers evidence of what we really want.

The store today is so different from that of 1929 that we may accept the depression as the period which brought the most rapid evolution ever known in retail food selling.

#### Chains Meet Change with Individuality.

Whether the rest of us like to admit it or not, the management of the progressive chains is largely responsible for what has happened.

Their executives saw the futility of continuing to operate little holes-in-the-wall stocked with standardized merchandise at cut prices.

With more than two-thirds of all housewives willing to shop for their daily food, the obvious answer was expansion into general food stores—to attract the housewives, while reaching into lines where competition was not so keen, and spreading the burden of rising costs for advertising, taxation,

consumption is intelligent service to customers—personal intelligence in planning commodities, stores and retail service.

Best proof of this is right in the chain stores.

In each center visited are A. & P. and First National stores—all supposedly standardized by central management and territorial supervision.

Narrow, old-style chain units still are reasonably standardized, but the new general food stores, which are doing the bulk of the business, are not standardized in atmosphere or appeal to the customer. They reflect the personality of local managers and supervisors to a surprising degree.

This difference is apparent throughout the store—in appearance of the stock and in the attitude of the employees.

The best visible example normally is



DEPRESSION PERIOD HAS DEVELOPED FOOD STORES WITH PERSONALITY.

The bloody butcher's block and ungainly soap box of former days have been discarded for refrigerated display cases and attractive island floor displays of merchandise which sells itself on quality. The meat shop and grocery in many cases are merging into one complete modernized food market. Price slashing competition has about had its day, and distribution of food is rapidly trending toward wholesale and retail selling on merits of quality.

rents and conditions incident to more intensive competition.

This change in itself is an example of personal vision in management, but is important mainly in being responsible for the new influences affecting all food stores (the chains and those that compete with them) in bidding for popular favor with many commodities and with new standards of management in the retail stores themselves.

#### Service vs. Price.

After a tour of inspection of New England retail food stores recently, I returned more firmly convinced than ever that while price is important, the greatest influence affecting food con-

the fresh fruit and vegetable department. I saw a graphic example in two stores of the same chain, of the same size and type, in communities of approximately parallel purchasing power within 30 miles of each other. One store is doing almost double the business of the other, because of close attention to fresh fruits and vegetables and appetite appeal secured in making daily changes of the window and stock bins.

Chain managers probably assign various reasons for differences in public favor for similar stores. But it seems to me that the relative locations of the stores varied with personality in local management—perhaps not to as great a degree as a difference between independents—gives the answer. This is

September 10, 1932.

## THE NATIONAL PROVISIONER

49

so marked as to indicate that the chains must depend to a great extent on the merchandising capacity of their local managers in the better quality toward which they are progressing.

**Some Conflict in Voluntary Chains.**

In looking at New England voluntary chains, two influences were more or less marked—the central control and the merchandising capacity of the local owner— influences frequently contending with each other; the central management seeking to standardize and the owner seeking to express individuality by duplicating lines and wandering from his main business of selling food.

This conflict is basic with all voluntary chains, but at the moment is serious in New England. To some extent this reflects the fixed habits of the Yankee storekeeper, but to an even greater degree is natural to the superficial first approach of voluntary chain relationships.

The majority of the voluntary chains visited are using their new theory as little more than window dressing—a new front and weekly cut-price specials.

They have not learned that the successful voluntary chain delegates certain responsibilities to the central organization and leaves the local man free to concentrate on the all-important job of serving his customers.

**Independents Meeting Changes.**

Individuality of viewpoint is characteristic of the better class independents, but unfortunately this individuality is having difficulty in adjusting itself to the conditions of today.

A few independents are recognizing that they must meet competition as it exists; must sell competitive staples on the same basis as the store across the street, and center their energies in increasing the consumption of the vastly greater number of selective items. These few are getting the advantage of local authority—of the fact that people like to deal with the boss.

But far too many fine independents from yesterday are fighting the new conditions—refusing to look at competition as it is, and wasting time and energy talking about cut prices or blaming conditions and “malicious influences.”

**Retailing Standardization Impossible.**

Some jobs are mechanical—warehousing, delivery and the physical setup of the store.

But food is the most intimate of all the commodities that people buy, and success in food distribution depends on intimate understanding—the personal touch in preparing and packaging foods, in arranging retail stores and in contacting with customers—all with recognition that the consumer is the controlling influence determining which foods can be sold.

This consumer is just an average American. He or she must be satisfied that the price is right, but the prime consideration of the men and women, whose viewpoint determines the success of our efforts, is in having a daily service that will supply the kind of food they want to eat.

Any series of visits to 60 or 70 good stores—chains, voluntary chains and independents—brings conviction that food distribution cannot be standardized as a factory is standardized.

**Pork Demonstrations**

New and profitable ideas on pork merchandising will be demonstrated to meat retailers at eight regional meetings in the Chicago area from September 12 to 22, as follows:

North Suburban—Monday, Sept. 12, North Shore Hotel, Chicago ave. and Davis st., Evanston.

West Suburban—Tuesday, Sept. 13, Austin Town Hall, Central ave. and Lake st., Austin.

Northwest Side—Wednesday, Sept. 14, Mirror Hall, 1136 N. Western ave., Chicago.

North Side—Thursday, Sept. 15, Lincoln Turner Hall, 1005 Diversey Parkway, Chicago.

Southwest Suburban—Monday, Sept. 19, Olympic Bldg., Lombard and 22nd sts., Cicero.

South Side—Tuesday, Sept. 20, Masonic Temple, 64th st. and Loomis Blvd., Chicago.

Loop District—Wednesday, Sept. 21, Oriental Hall, Capitol Bldg., 159 N. State st., Chicago.

Southeast Suburban—Thursday, Sept. 22, Masonic Temple, 7443 Ingleside ave., Chicago.

All meetings will begin at 8 p. m. and admission is free.

The demonstrator is Max O. Cullen, of the National Livestock and Meat Board, whose artistic work with the knife and intelligent explanations of better merchandising methods have made him famous.

**NEW CUTS OF PORK.**

(Continued from page 22.)

tracting the favorable attention of the retailer in the interest of attending one of the demonstrations.

The importance of the packer salesman to the success of this program on pork not only was emphasized by chairman Trier, but also by other speakers, a number of whom represented the retail meat dealers associations of Chicago and the Meat Cutters Union, Local 546.

**Speakers Pledge Trade Support.**

M. J. Kelly, secretary of the Meat Cutters Union, impressed upon the audience the great value of work of this sort, not only to the retail meat dealers but to the packers and others of the industry. He urged the salesmen to serve as missionaries of the cause and spread word of the meetings among retailers of the city.

Mr. Kelly was followed by John T. Russell, who was introduced as the dean of the retail meat trade. “This is only the beginning of a tremendous campaign in the interest of pork,” he said. “It is up to you men to go out and see that every retailer in the city takes advantage of this opportunity to learn about modern pork merchandising methods.”

John Madertz, president of the Chicago Retail Meat Dealers’ Association, Central Branch, was one of the most enthusiastic of those present, and in brief remarks appealed to everybody present to exert every effort in behalf of this program.

Otto Kleinefeld, prominent Chicago retailer, concurred in the statements made by Mr. Madertz.

C. W. Kaiser, secretary of the Chicago Retail Meat Dealers’ Association, Central Branch, put the question

squarely up to the salesmen. “You men have an excellent opportunity to cash in on this pork program,” he said. “I am sure it will result to your benefit. I ask that you impress these meetings on the minds of the bosses and their employees and I am sure that after they attend they will tell you that they have been more than compensated. Let’s get behind this movement and put it over 100%.”

**Pollock Explains Campaign.**

R. C. Pollock, general manager of the National Live Stock and Meat Board, thanked the packer representatives for attending the meeting. He explained to them that there will be eight meetings, these coming on September 12, 13, 14 and 15, and September 19, 20, 21 and 22; that these meetings have been distributed so that there will be one close to every retail meat dealer in the city.

“This is the beginning of a comprehensive national campaign, and we want to start this first series of meetings off with a ‘bang,’ ” he said. “In this work we want to help the consumer, the retailer, the packer and the producer. The pork demonstration is designed to assist the retailer in stimulating the demand for slow-moving cuts of pork, of which there are several.”

**NEWS OF THE RETAILERS.**

Tip-Top Market has opened for business at 329 West Second st., Davenport, Ia. C. J. Lamb is the proprietor.

John Young has moved his market from Johnson st., Bluffton, Ind., to 215 West Market st.

The American Market, 417 Franklin st., Michigan City, Ind., has moved to a new location at Eighth and Franklin sts.

George Wessel has purchased the Glenn Birnbaum meat market on Fourth st., Beardstown, Ill., and has taken possession.

Dick’s Cash Market has opened for business in the Adrian Building, Hartland, Wis.

Rocky Mountain Produce Co. has opened a meat market in the Masonic Temple, Anaconda, Mont.

Roosevelt Meat Market, Inc., 1325 S. Kedzie ave., Chicago, Ill., has been incorporated with a capital stock of 15 shares of no par value. The incorporators are Sam Marcus, Sarah Macofsky and H. Makoff.

A meat market and grocery store has been opened by Frank Warinner at the corner of Main and Broadway, Excelsior Springs, Mo.

The Central Market, Grand Rapids, Mich., has been purchased by John H. Teusink. The business has been renamed Economy Food Shop.

C. L. Wilson has engaged in the meat and grocery business at the corner of Main and Elm sts., Muncie, Ind.

Earl Froshaug, Windom, Minn., has sold his retail meat business to Alfred Johnson.

A. C. McNeil and Miner Lewis have opened a meat and grocery business in Hayes Center, Neb.

Joe Ashkanaze and sons have purchased the meat market of Charles Peterson in Grafton, N. D.

Harry Dankert has opened a retail food store at 3056 South Delaware ave., Milwaukee, Wis.

# New York Section

## AMONG RETAIL MEAT DEALERS.

A varied program has been planned for the next open meeting of Ye Olde New York Branch to be held on September 20 at Papae's Hall, New York. The speakers will include G. H. Smith of the New Jersey Butchers' Association, who will talk on voluntary chains, cooperative buying and what benefits the members of the New Jersey association are obtaining from such a plan. Others who will talk that evening are B. F. McCarthy, marketing specialist, U. S. Bureau of Agricultural Economics, whose subject will be "Present Trend of Livestock Markets"; Aaron H. Kaufman, attorney, who will cover the Sunday closing law, and state executive secretary David Van Gelder, who will give a blackboard demonstration and talk on "Cutting Tests by Elimination."

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended September 3, 1932, were as fol-

lows: Meat—Brooklyn, 42 lbs.; Manhattan, 2,289 lbs.; Bronx, 15 lbs.; Queens, 275 lbs.; total, 2,621 lbs. Fish—Manhattan, 50 lbs.; Bronx, 120 lbs.; Queens, 29 lbs.; Bronx, 199 lbs. Poultry—Bronx, 20 lbs.; Queens, 275 lbs.; total, 295 lbs.

At the meeting of Jamaica Branch on Tuesday of this week final arrangements for the outing to be held on Sunday were made. A committee for the annual dinner dance was appointed and includes Chris Roesel, Franz Eichler, Charles Eisenhardt, Gus Fernquist, Chris Fischer, Jesse Kaufmann, Phil Koch, and Fred Schneider.

The Eastern District branch will hold its first Fall meeting September 13 and receive the report of the committee in charge of new membership drive.

Sympathy of the trade is being extended to executive secretary Fred Riester, Eastern District Branch, in the

death recently of his sister, Mrs. Ethel E. Miller.

Lucille Spandau, elder daughter of Mrs. Leo Spandau, financial secretary Ladies' Auxiliary, celebrated a birthday on September 7.

## NEW YORK NEWS NOTES.

J. H. Lawrence, manager Jacob Dold Packing Co., New York branch, spent several days and the week-end at the Buffalo plant.

Vice president James D. Cooney, head of the legal department of Wilson & Co., Chicago, visited New York for a few days during the past week.

Armour and Company Chicago visitors to New York during the past week included president T. G. Lee, who returned to the United States on September 1 after having spent several weeks abroad; vice president W. W. Shoemaker, in charge of foreign sales; P. L. Reed, vice president and treasurer, and vice president F. A. Benson, beef department.

Charles E. Haman formerly of Heineman-Haman, Inc., is now associated with Berliner & Marx, one of the large commission merchants and distributors of fresh meats and meat products in the East. This association brings together the Berliner & Marx background of more than thirty years standing in the industry and the experience and ability of Mr. Haman, one of the well-known men in the packing-house brokerage field.

## CANADIAN BRANDED BEEF.

Over 2,000,000 pounds more beef was graded in Canada during the first seven months of 1932 than in the same period of 1931, the 1932 total being 12,964,025 lbs. compared with 10,633,000 lbs. in the 1931 period. In July the quantity of beef branded totaled 2,080,472 lbs. of which 846,623 lbs. carried the top or red brand and 1,233,849 lbs. the second or blue brand. In July, 1931, there was branded a total of 1,939,171 lbs.

## BUTTER EXPORTS IN JULY.

Exports of butter from the United States during July totaled 157,346 lbs. compared with 182,159 lbs. in July, 1931. Exports during the first seven months of the year totaled 922,999 lbs. compared with 1,354,276 lbs. in the 1931 period. Imports of butter during July amounted to 41,139 lbs. compared with 88,395 in July, 1931. Imports for the seven months of 1932 totaled 727,176 lbs. compared with 817,919 lbs. in the same period of 1931.

## ARMOUR AT YOUNGSTOWN.

Armour and Company's Youngstown, Ohio, business has been consolidated with that of the Ungar-Neiman Co., effective September 6. The Armour branch has been closed and the consolidated business will be conducted at the Ungar-Neiman address, 721-731 South Ave. J. H. Ungar is manager, with M. W. Smith, formerly Armour branch manager, acting in the capacity of assistant manager. The business will be conducted under the firm name of Armour-Ungar-Neiman.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Sept. 8, 1932:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
YEARLINGS (1) (300-550 LBS.):				
Choice	\$14.00@15.00	.....	\$15.00@16.50	.....
Good	12.50@14.00	.....	14.00@16.00	.....
Medium	10.00@12.50	.....	.....	.....
STEERS (550-700 LBS.):				
Choice	14.00@15.00	.....	15.50@16.00	15.00@16.50
Good	12.50@14.00	.....	14.00@16.00	13.50@15.00
STEERS (700 LBS. UP):				
Choice	14.00@15.50	15.50@16.50	15.50@16.50	15.00@16.00
Good	13.00@14.00	13.00@15.50	14.00@16.00	13.00@15.00
STEERS (500 LBS. UP):				
Medium	10.00@12.50	10.00@13.00	11.00@14.00	11.00@13.00
Common	8.50@10.00	8.50@10.00	8.50@11.00	8.00@10.00
COWS:				
Good	8.00@ 9.00	9.00@ 9.50	10.00@11.50	9.00@10.00
Medium	7.00@ 8.00	8.00@ 9.00	9.00@10.50	8.00@ 9.00
Common	6.00@ 7.00	7.50@ 8.00	7.00@ 9.00	7.00@ 8.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	11.00@12.00	12.00@13.00	13.00@15.00	12.00@13.00
Good	10.00@11.00	10.00@12.00	12.00@13.00	11.00@12.00
Medium	9.00@10.00	8.00@10.00	11.00@12.00	10.00@11.00
Common	7.00@ 9.00	7.00@ 8.00	9.00@10.00	8.00@10.00
CALF (2) (3):				
Good	7.50@ 9.00	8.00@ 9.00	9.00@11.00	10.00@11.00
Medium	6.50@ 7.50	7.00@ 8.00	8.00@ 9.00	9.00@10.00
Common	6.00@ 6.50	6.00@ 7.00	7.00@ 8.00	8.00@ 9.00
Fresh Lamb and Mutton:				
LAMB (38 LBS. DOWN):				
Choice	14.00@15.00	13.00@14.00	14.00@15.50	14.00@15.00
Good	13.00@14.00	12.00@13.00	14.00@15.00	12.00@14.00
Medium	11.00@13.00	10.00@12.00	11.00@13.00	11.00@12.00
Common	8.00@11.00	8.00@10.00	10.00@12.00	8.00@10.00
LAMB (39-45 LBS.):				
Choice	14.00@15.00	13.00@14.00	14.00@15.50	14.00@15.00
Good	13.00@14.00	12.00@13.00	14.00@15.00	12.00@14.00
Medium	11.00@13.00	10.00@12.00	11.00@13.00	11.00@12.00
Common	8.00@11.00	8.00@10.00	10.00@12.00	8.00@10.00
LAMB (46-55 LBS.):				
Choice	13.00@14.00	12.00@13.00	14.00@15.00	13.00@14.00
Good	12.00@13.00	11.00@12.00	13.50@14.00	12.00@13.00
MUTTON (ewe), 70 LBS. DOWN:				
Good	6.00@ 7.00	6.00@ 7.00	6.00@ 7.00	5.50@ 6.00
Medium	5.00@ 6.00	5.00@ 6.00	5.00@ 7.00	5.00@ 5.50
Common	3.00@ 5.00	4.00@ 5.00	5.00@ 5.00	4.00@ 5.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	15.00@16.00	14.00@15.00	14.50@16.00	14.00@16.00
10-12 lbs. av.	14.50@15.50	14.00@15.00	14.00@15.50	14.00@16.00
12-15 lbs. av.	12.50@13.50	13.00@14.00	11.50@13.00	13.00@14.00
16-22 lbs. av.	10.00@10.50	10.00@12.00	10.00@11.50	11.00@12.00
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	8.50@ 9.50	.....	9.00@10.00	8.50@10.00
PICNICS:				
6-8 lbs. av.	9.00@ 9.50	.....	8.00@ 8.50	.....
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	10.50@12.00	.....	10.50@12.50	10.50@12.00
SPARE RIBS:				
Half sheets	6.00@ 7.00	.....	.....	.....
TRIMMINGS:				
Regular	4.50@ 5.00	.....	.....	.....
Lean	7.00@ 9.00	.....	.....	.....

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

**IN OUR NEW HOME**

274 Water St., New York City

A cordial invitation is extended to all our friends in the trade to visit us and inspect the most modern and complete equipment for grading and selecting

**"MONGOLIA" BRAND SHEEP CASINGS***The Casing of No Regret***"MONGOLIA" IMPORTING CO., INC.**

**PRICES**  
\$300 Small  
325 Large  
F.O.B. Factory

M. BRAND & SONS, Inc.  
410 E. 49th St., N. Y. City

**NEW SYSTEM**

Produces the finest meat loaves and roasts at lower cost and greater efficiency.  
Two sizes:

36 loaves or roasts  
60 loaves or roasts

*Names of users and complete details on request.*

**ROTARY OVEN**

**MEAT BAGS**

BURLAP STOCKINETTE COTTON

E.S.HALSTED & CO., Inc.

64 PEARL ST.. NEW YORK CITY

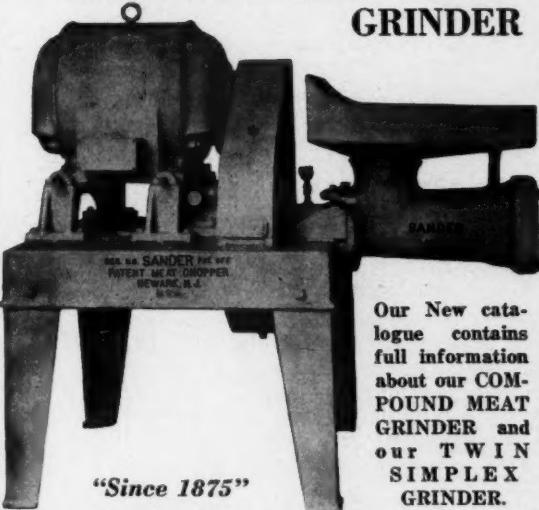
Joseph Wahlman, Dept. Mgr.  
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876

**IT WON on PERFORMANCE**

and it is now the choice of all parties

**SANDER MEAT GRINDER**



Our New catalogue contains full information about our COMPOUND MEAT GRINDER and our TWIN SIMPLEX GRINDER.

**SANDER MFG. CO.**

240 South 20th Street

Newark, N. J.

FOR FULL LUSCIOUS SEASONING-  
USE

**DRY ESSENCE OF NATURAL SPICES**

U.S. Patent No. 1,781,154 ~ Manufactured by the  
Makers of Peacock Brand Certified Casing Colors

**W.M. J. STANGE Co.**

2549 W. Madison St. Chicago, Ill.

# United Dressed Beef Company J. J. Harrington & Company

CITY DRESSED BEEF, LAMB AND VEAL, POULTRY

Packer Hides, Calf Skins, Oleo Oils, Stearine,  
Cracklings, Stock Food, Tallows, Horns and  
Cattle Switches, Pulled Wool and Pickled Skins

43RD and 44TH STREETS  
FIRST AVE. and EAST RIVER

NEW YORK CITY

Telephone Murray Hill 2300

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good .....	\$ 7.65@ 8.00
Cows, common to medium .....	3.00@ 4.50
Bulls, common to medium .....	2.50@ 3.50

## LIVE CALVES.

Vealers, good to choice .....	\$ 7.00@ 8.00
Vealers, medium .....	4.75@ 6.50

## LIVE LAMBS.

Lambs, good to choice .....	@ 7.00
Lambs, medium .....	5.00@ 6.00

## LIVE HOGS.

Hogs, 180-220 lbs. ....	\$ 4.75@ 5.00
Hogs, 230-260 lbs. ....	4.30@ 4.75

## DRESSED HOGS.

Hogs, 90-140 lbs., good to choice .....	\$ 7.00@ 7.25
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## DRESSED BEEF.

Choice, native, heavy .....	16 @17
Choice, native, light .....	16 @17
Native, common to fair .....	14 @15

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs. ....	15 @16
Native choice yearlings, 440@600 lbs. ....	15 @16
Good to choice heifers .....	15 @16
Good to choice cows .....	11 @12
Common to fair cows .....	8 @9
Fresh bologna balls. ....	6 @7

## BEEF CUTS.

	Western.	City.
No. 1 ribs .....	20 @22	22 @23
No. 2 ribs .....	20 @22	22 @23
No. 3 ribs .....	16 @17	16 @18
No. 4 loins .....	24 @30	28 @30
No. 5 loins .....	22 @24	24 @26
No. 8 loins .....	18 @20	20 @22
No. 1 hinds and ribs .....	18 @19	19 @21
No. 2 hinds and ribs .....	16 @18	18 @19
No. 3 hinds and ribs .....	14 @16	14 @17
No. 1 rounds .....	16 @17	15 @17
No. 2 rounds .....	15 @16	16 @17
No. 3 rounds .....	14 @15	15 @16
No. 1 chuck .....	14 @15	14 @15
No. 2 chuck .....	12 @13	13 @14
No. 3 chuck .....	10 @11	11 @12
Bolognias ... 5% C T%	7/8 @7	7/8 @8
Bolts, reg. ... avg. ....	25 @22	25 @22
Bolts, reg. 400 lbs. avg. ....	17 @18	17 @18
Tenderloins, 446 lbs. avg. ....	50 @50	50 @50
Tenderloins, 5@6 lbs. avg. ....	50 @60	50 @60
Shoulder chops .....	11 @12	11 @12

## DRESSED VEAL.

Good .....	13 @14
Medium .....	13 @13
Common .....	9 @11

## DRESSED SHEEP AND LAMBS.

Lambs, choice .....	15 @16
Lambs, medium .....	12 1/2 @12 1/2
Sheep, good .....	7 @8
Sheep, medium .....	5 @7

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. ....	14 @15
Pork tenderloins, fresh .....	25 @30
Pork tenderloins, frozen .....	20 @22
Shoulders, Western, 10@12 lbs. avg. ....	9 @10
Butts, boneless, Western .....	12 @14
Butts, regular, Western .....	10 @11
Hams, Western, fresh, 10@12 lbs. avg. ....	12 @13
Picnic hams, Western, fresh, 6@8 lbs. avg. ....	8 @9
Pork trimmings, extra lean .....	9 @10
Pork trimmings, regular 50% lean .....	6 @7
Spareribs, fresh .....	6 @7

## SMOKED MEATS.

Hams, 8-10 lbs. avg. ....	14 1/2 @15 1/2
Hams, 12@14 lbs. avg. ....	14 1/2 @15 1/2
Hams, 12@14 lbs. avg. ....	14 1/2 @15 1/2
Picnics, 4@6 lbs. avg. ....	10 @11
Picnics, 6@8 lbs. avg. ....	10 @11
Roullettes, 8@10 lbs. avg. ....	11 1/2 @12 1/2
Beef tongue, light .....	22 @25
Beef tongue, heavy .....	25 @25
Bacon, boneless, Western .....	15 @16
Bacon, boneless, city .....	13 @14
City pickled bellies, 8@10 lbs. avg. ....	11 @12

## THE NATIONAL PROVISIONER

## FERTILIZER MATERIALS.

## BASIS NEW YORK DELIVERY.

## Ammoniates.

Ammonium sulphate, bulk, per ton basis in vessel Atlantic ports. \$20.50@22.00

Ammonium sulphate, double bags, per 100 lb. f.a.s. New York. \$16.00

Blood, dried, 15-16% per unit. \$1.75

Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory. 1.50 &amp; 1.60

Fish guano, foreign, 13@14% ammonia, 10% B. P. L. .... 2.25 @ 1.60

Fish scrap, acidulated, 6% ammonia, 3% A. P. A. Del'd. Balt &amp; Norfolk. 1.75 &amp; 1.50

Soda Nitrate, per net ton. \$22.40

In 200-lb. bags. \$22.70

In 100-lb. bags. \$24.40

Tankage, ground, 10% ammonia. \$15.00

15% B. F. L. bulk. 1.60 &amp; 1.60

Tankage, underground, 9@10% ammonia. 1.50 &amp; 1.60

## Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. \$20.00

Bone meal, raw, India, 4 1/2 and 50 bags, per ton, c.i.f. \$22.00

Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat. \$7.50

## Potash.

Manure salt, 30% bulk, per ton. \$19.15

Kainit, 14% bulk, per ton. \$1.70

Muriate in bags, per ton. \$27.15

Sulphate in bags, per ton. \$47.50

Potash Salts are less 8% Discount.

## Beef Cracklings.

50% underground. \$0.034

60% underground. \$0.034

## BONES, HOOFs AND HORNS.

Round skin bones, avg. 48 to 50 lbs., per 100 pieces. \$7.00@ 8.15

Flat skin bones, avg. 40 to 45 lbs., per 100 pieces. \$0.03

Black or striped hoofs, per ton. \$45.00@ 50.00

White hoofs, per ton. \$30.00@ 35.00

Thigh bones, avg. 85 to 90 lbs., per 100 pieces. \$1.70

Horns, according to grade. \$75.00@ 100.00

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Sept. 3, 1932, with comparisons:

Week	Week	Prev.	Per,
West. drd. meats:	Sept. 3.	week.	week.
Steers, carcasses .....	5,969	6,077	9.00
Cows, carcasses .....	522	540	7.94
Bulls, carcasses .....	255	271	21.21
Veals, carcasses .....	9,601	8,490	7.50
Lambs, carcasses .....	27,548	28,763	27.71
Mutton, carcasses .....	2,686	1,597	1.46
Beef cuts, lbs. ....	327,743	430,405	245.76
Pork cuts, lbs. ....	1,215,451	1,402,961	1,311.63

Local slaughters:	Cattle .....	Calves .....	Hogs .....	Sheep .....
Cattle .....	8,254	7,697	8,270	8,670
Calves .....	11,448	14,247	14,247	14,247
Hogs .....	39,001	35,819	35,807	35,807
Sheep .....	78,022	80,715	87,887	87,887

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Sept. 3, 1932:

Week	Week	Prev.	Per,
West. drd. meats:	Sept. 3.	week.	week.
Steers, carcasses .....	1,864	2,134	2.00
Cows, carcasses .....	777	680	1.88
Bulls, carcasses .....	481	282	1.88
Veals, carcasses .....	909	943	1.00
Lambs, carcasses .....	11,099	12,094	11.88
Mutton, carcasses .....	908	800	1.00
Pork, lbs. ....	323,367	312,590	327.38

Local slaughters:

Cattle .....

Calves .....

Hogs .....

Sheep .....

Sheep

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